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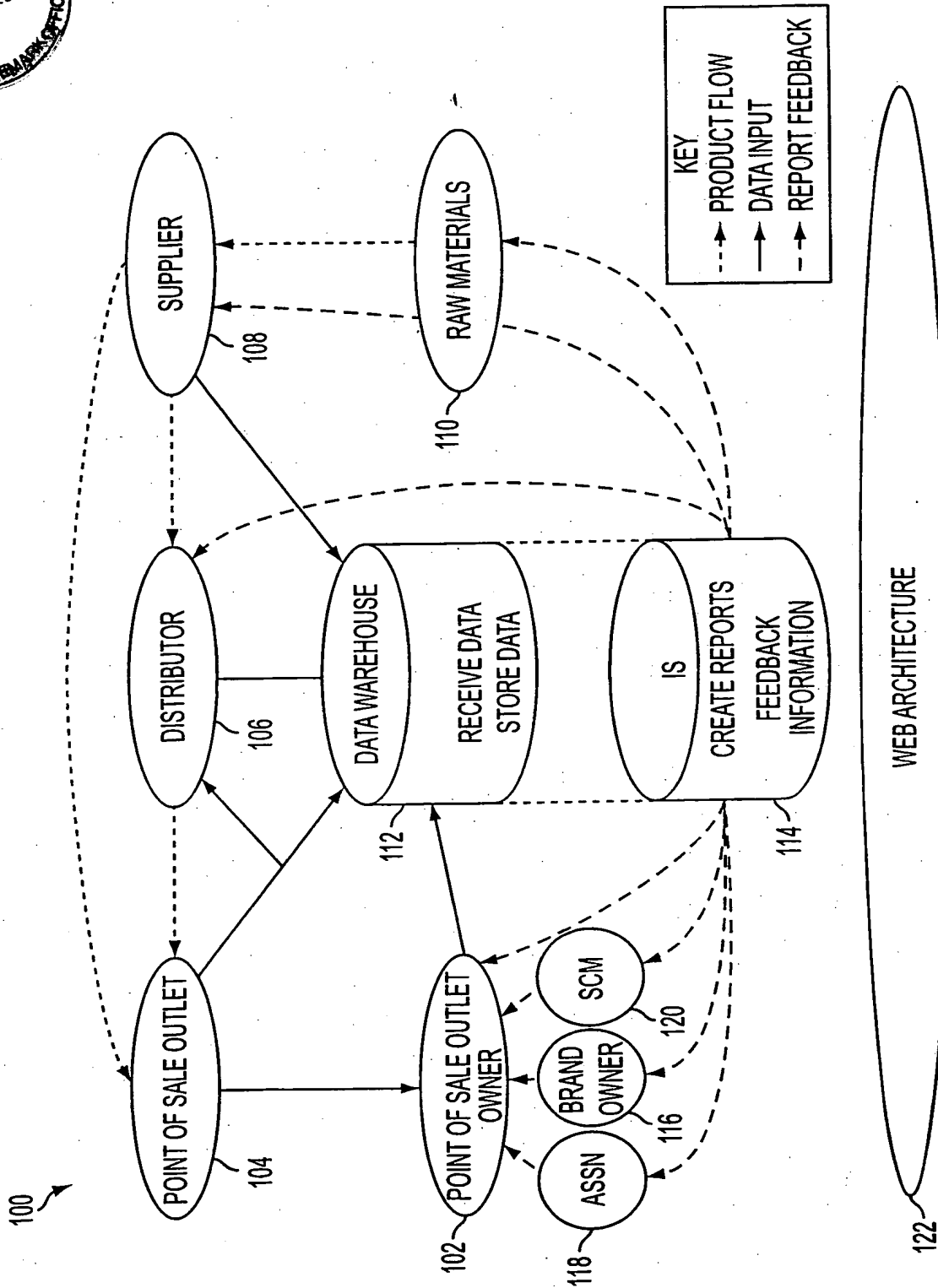


FIG. 1A

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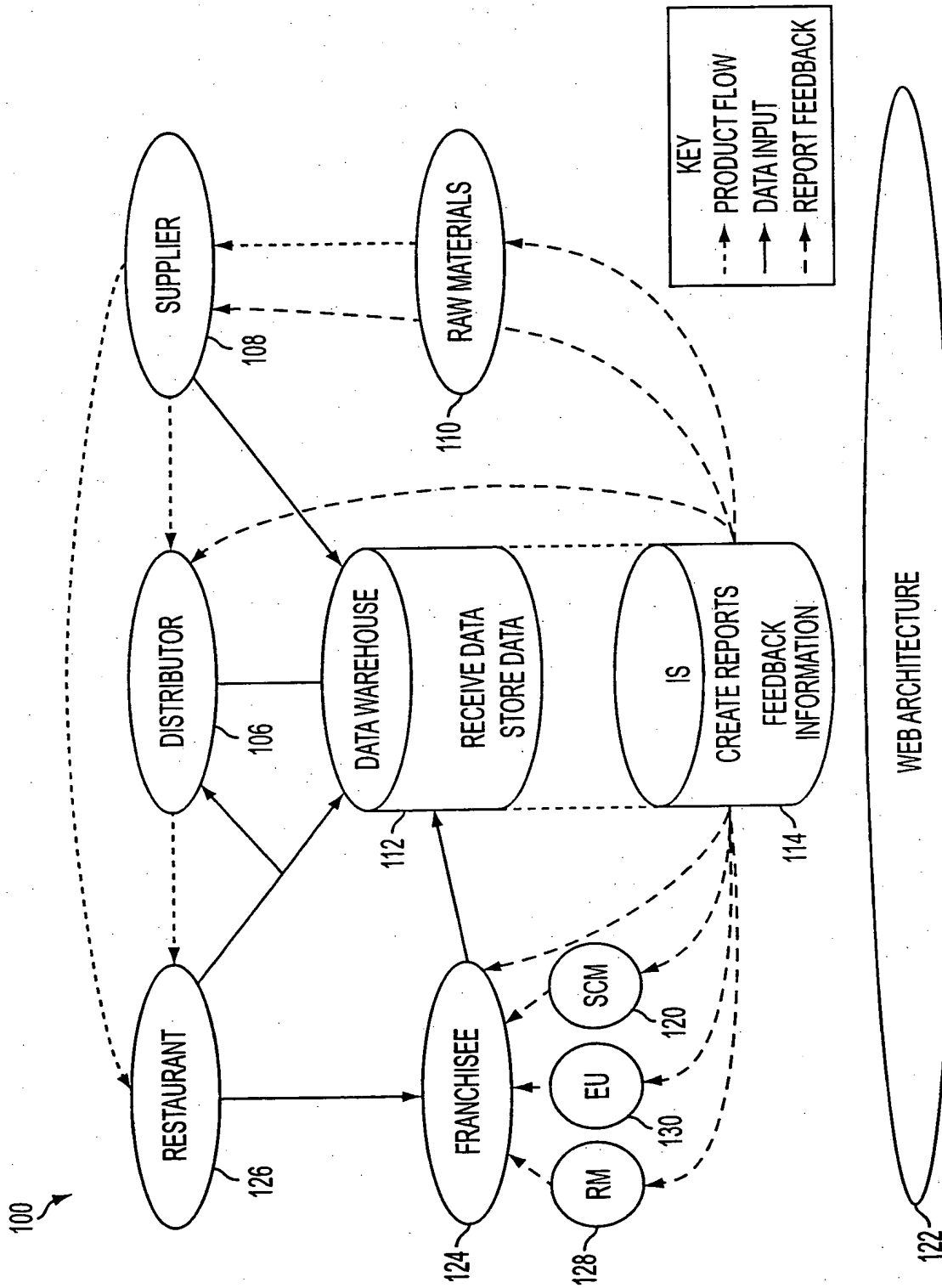


FIG. 1B

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230

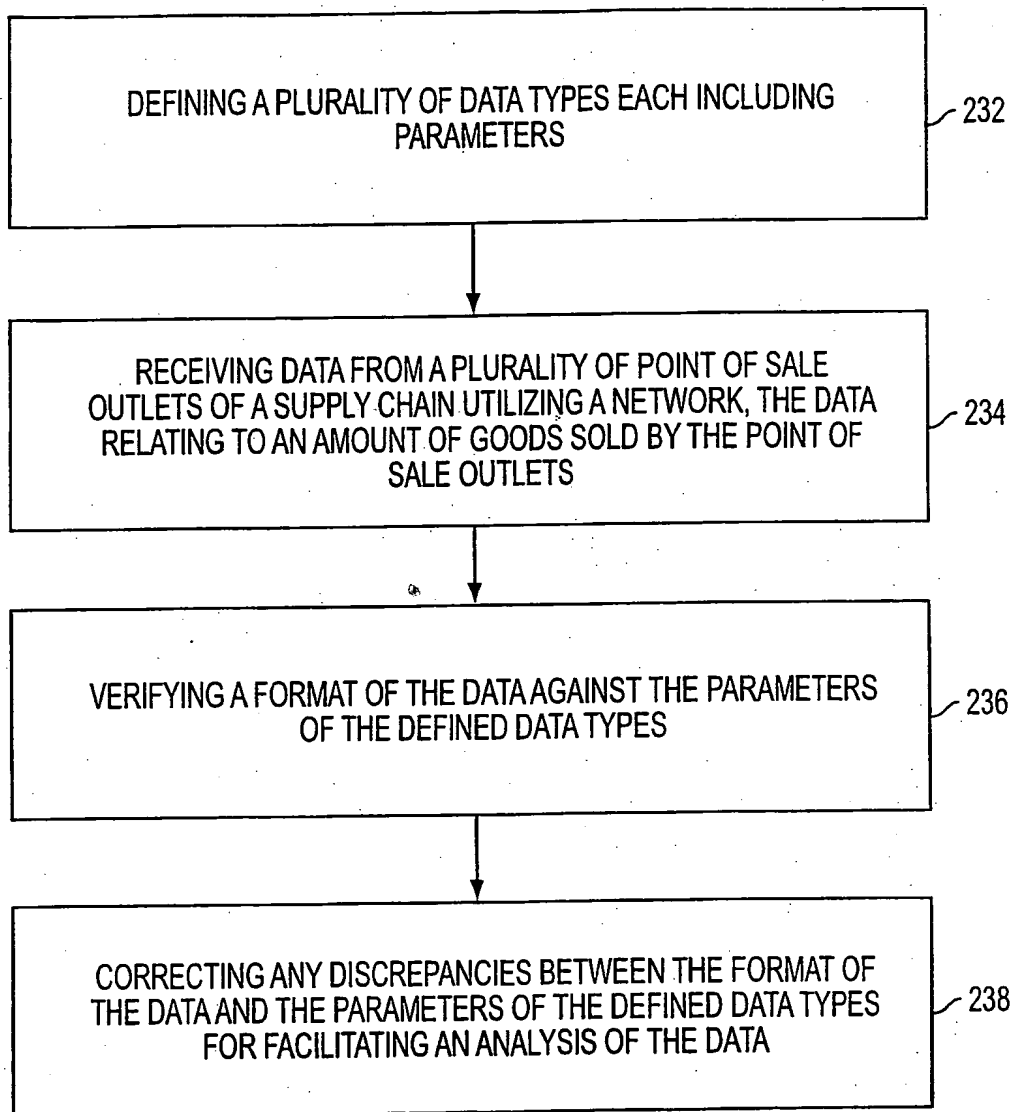


FIG. 2

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330

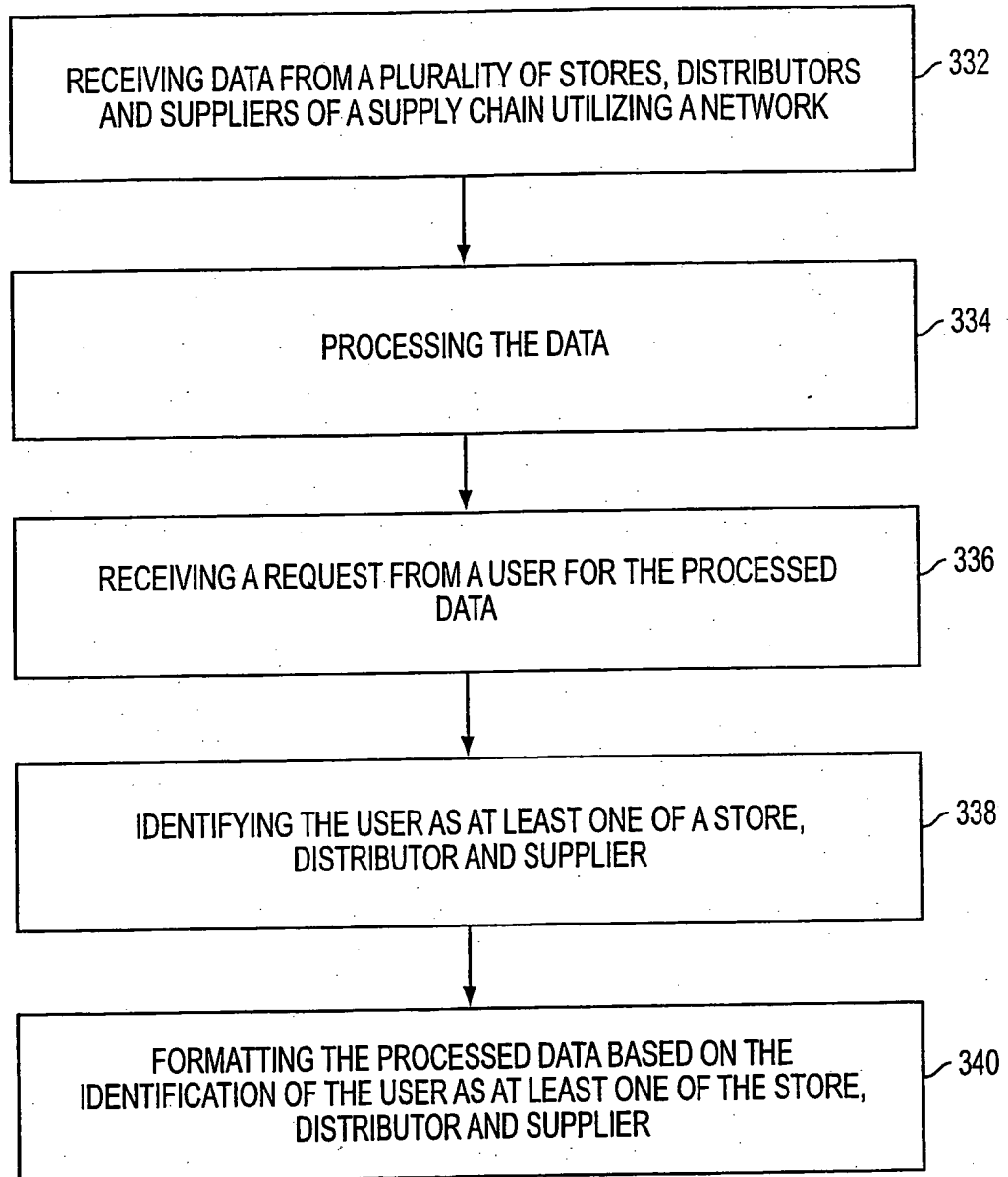


FIG. 3

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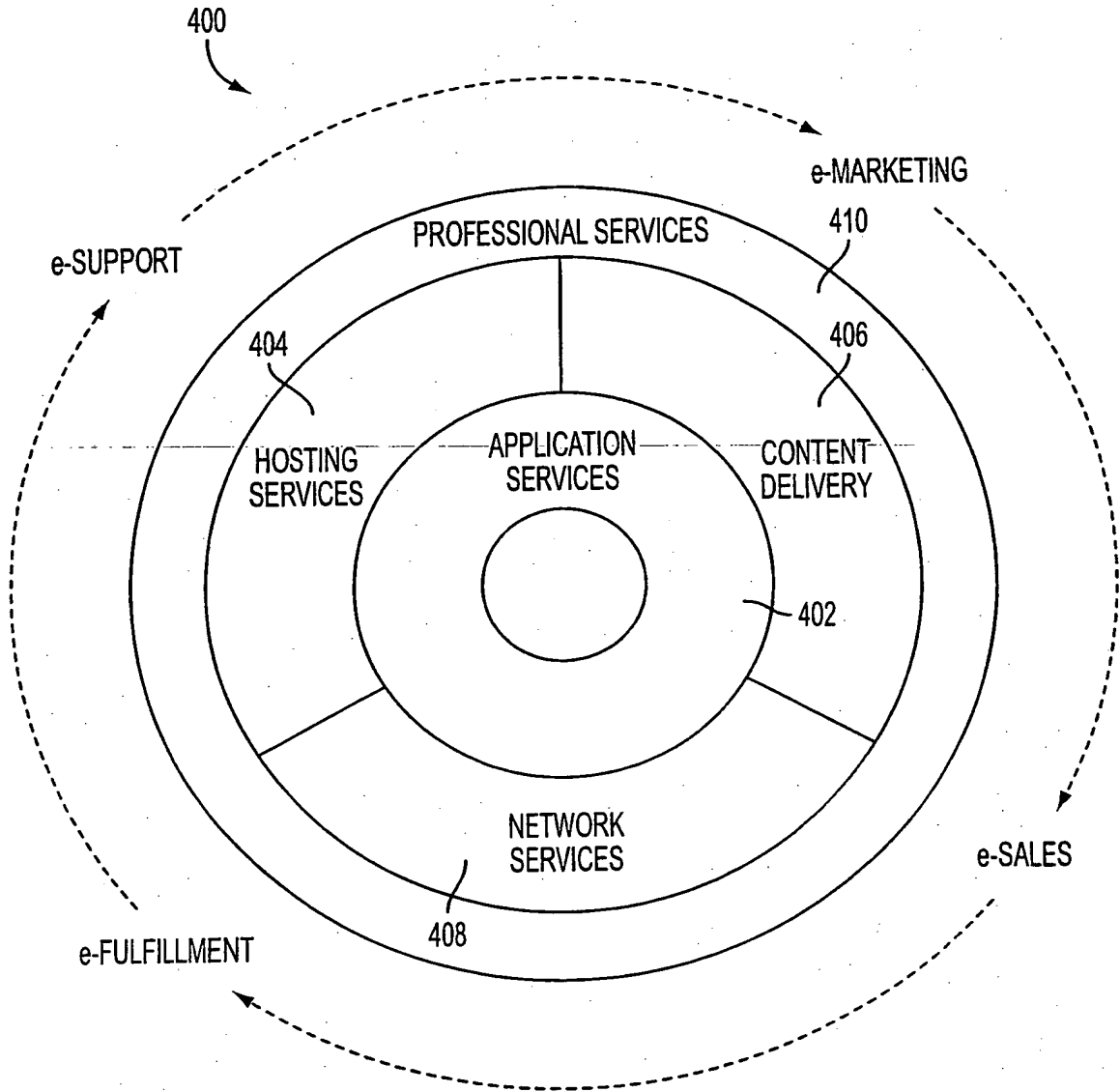


FIG. 4

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530

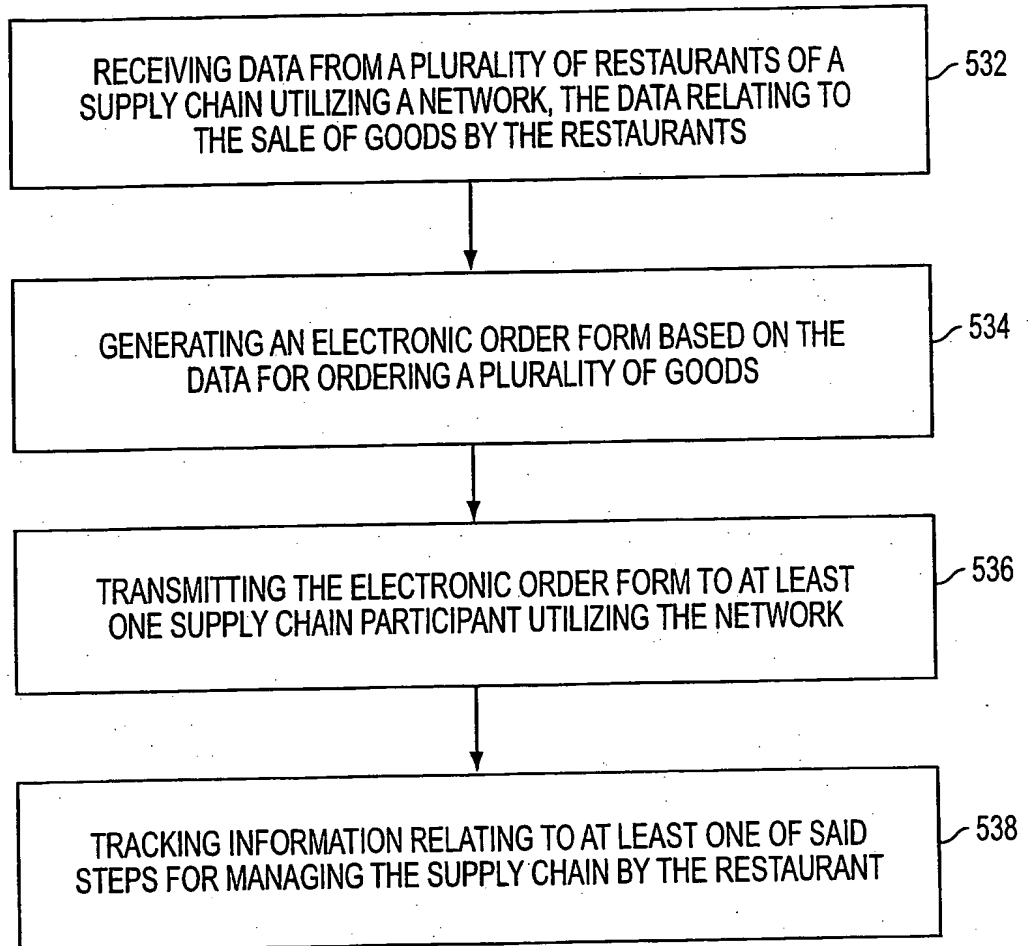


FIG. 5

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630

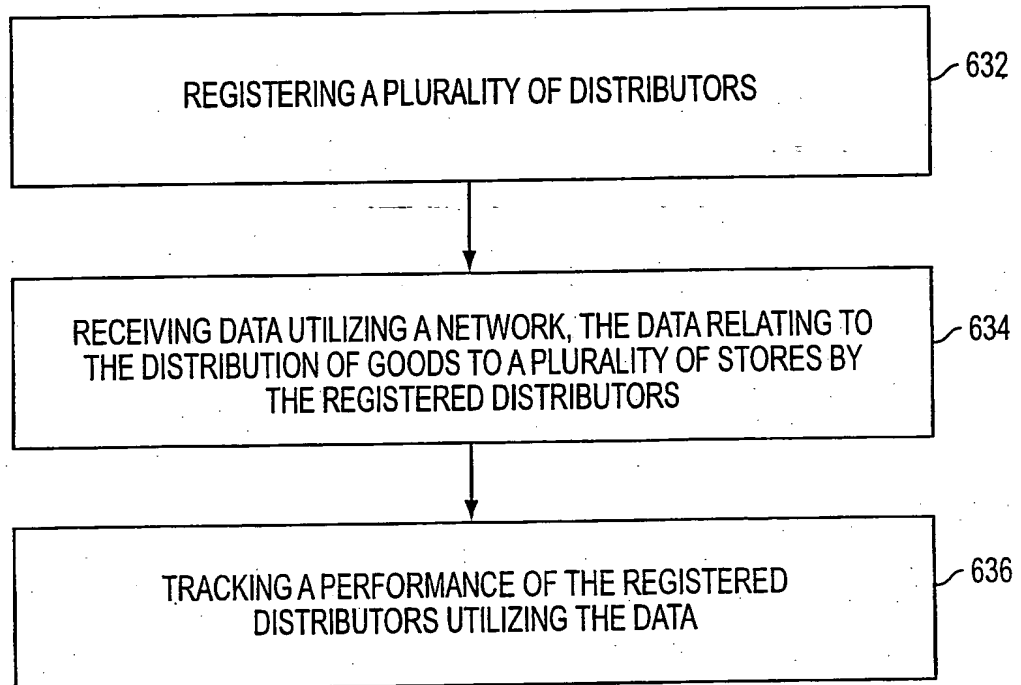


FIG. 6

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730

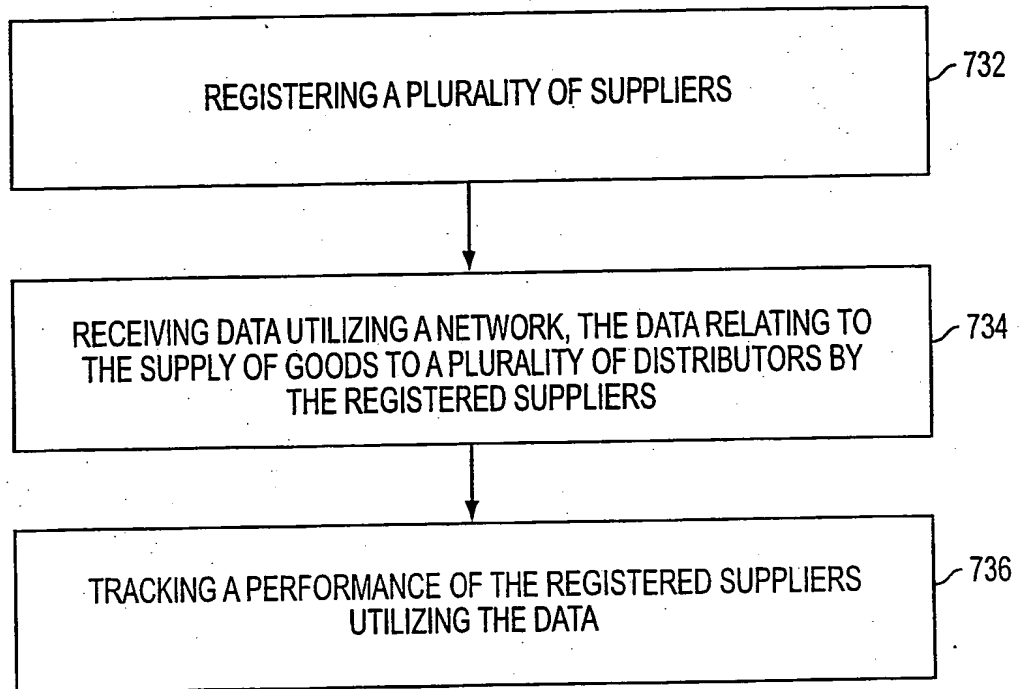


FIG. 7

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830

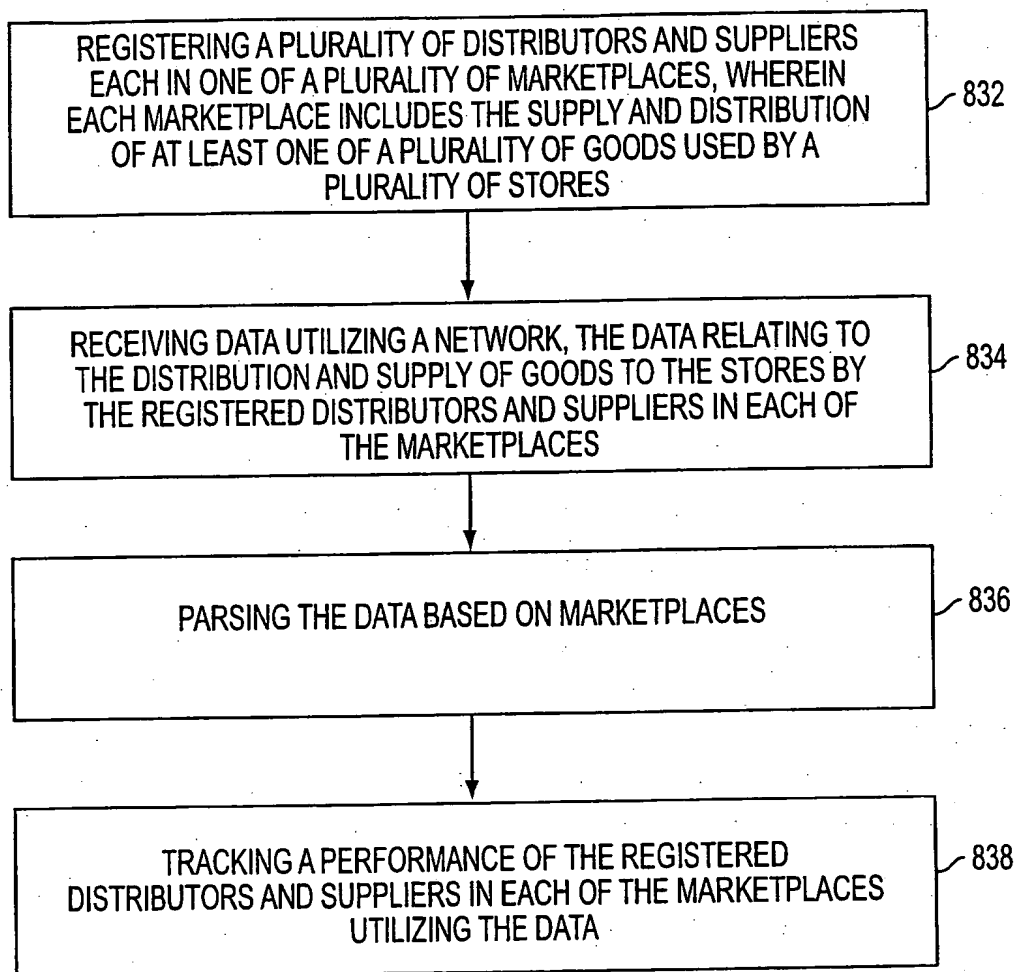


FIG. 8

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930

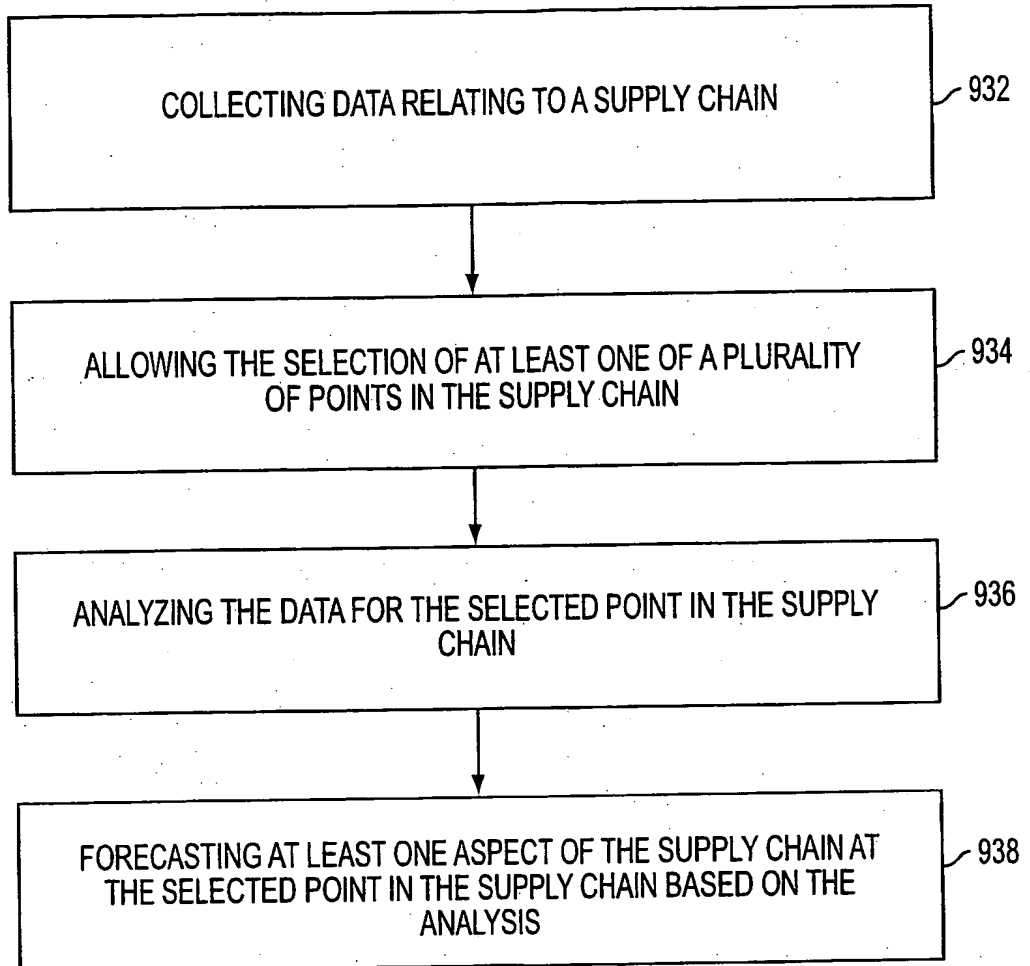


FIG. 9

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1030

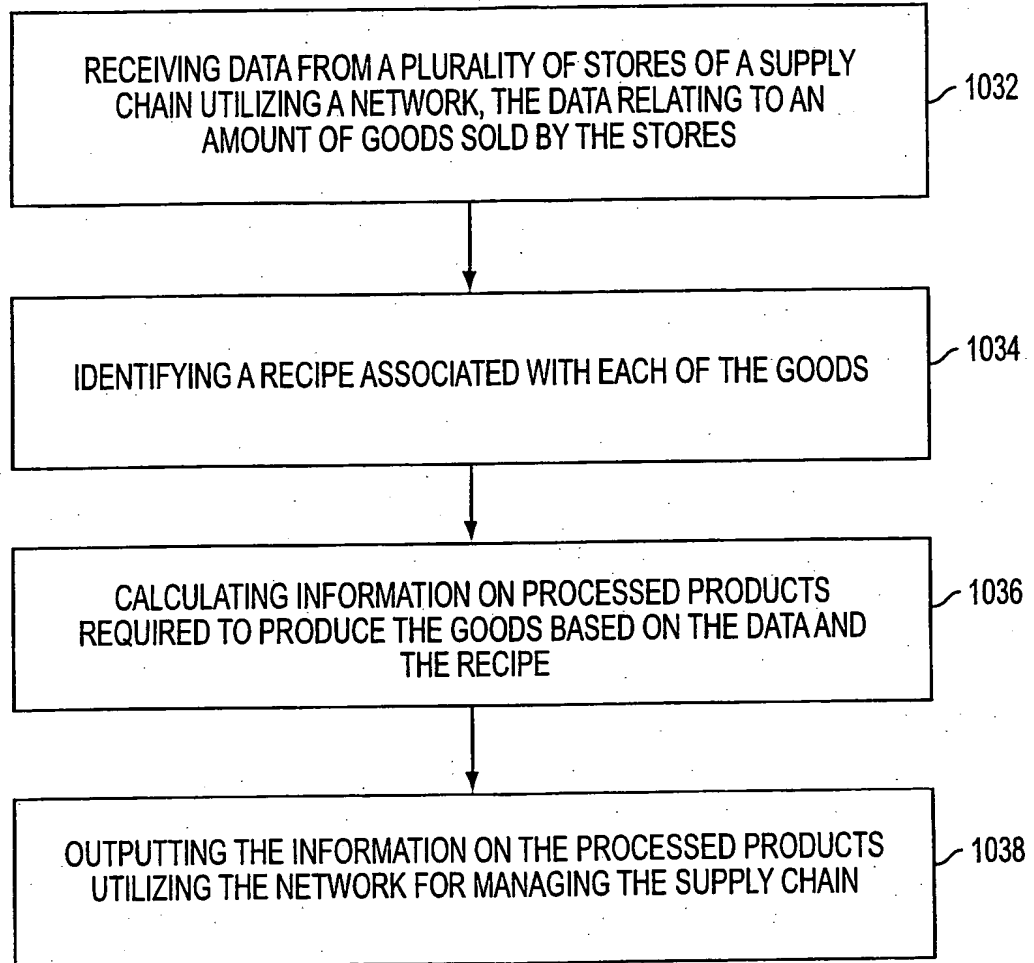


FIG. 10

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1130

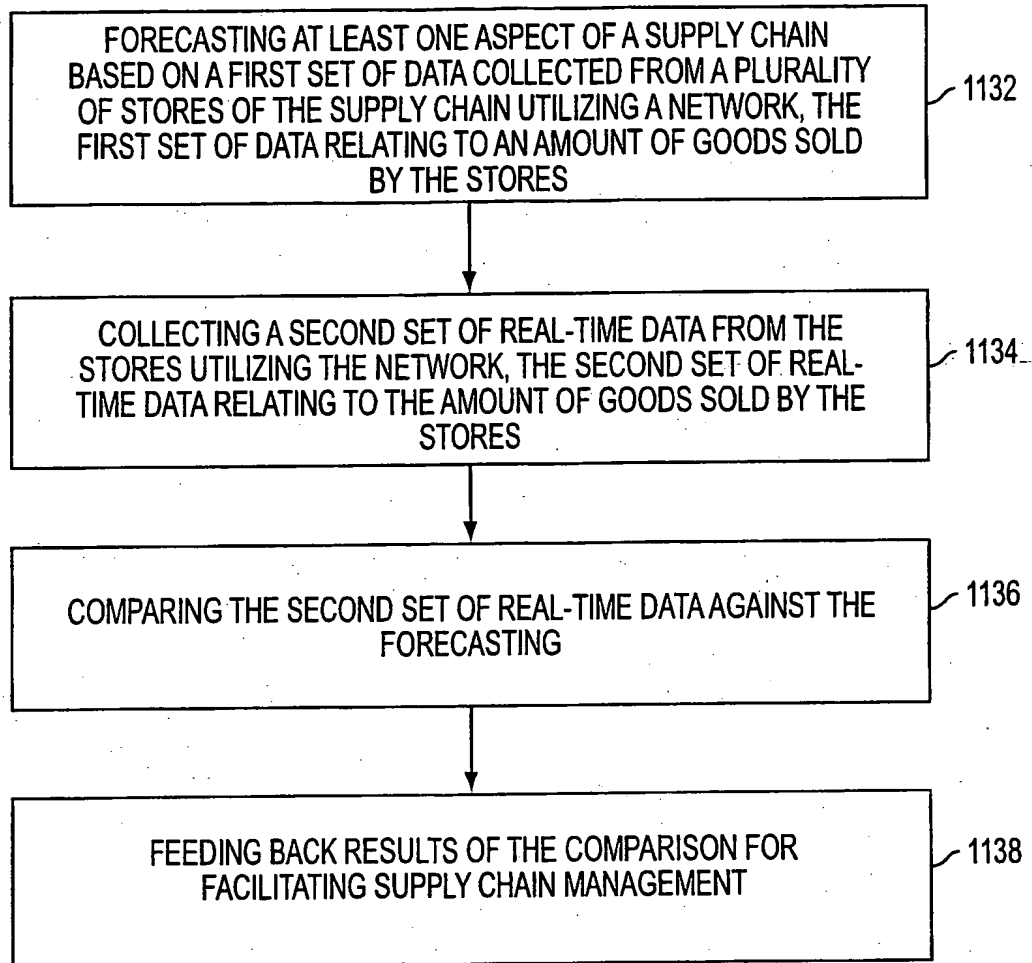


FIG. 11

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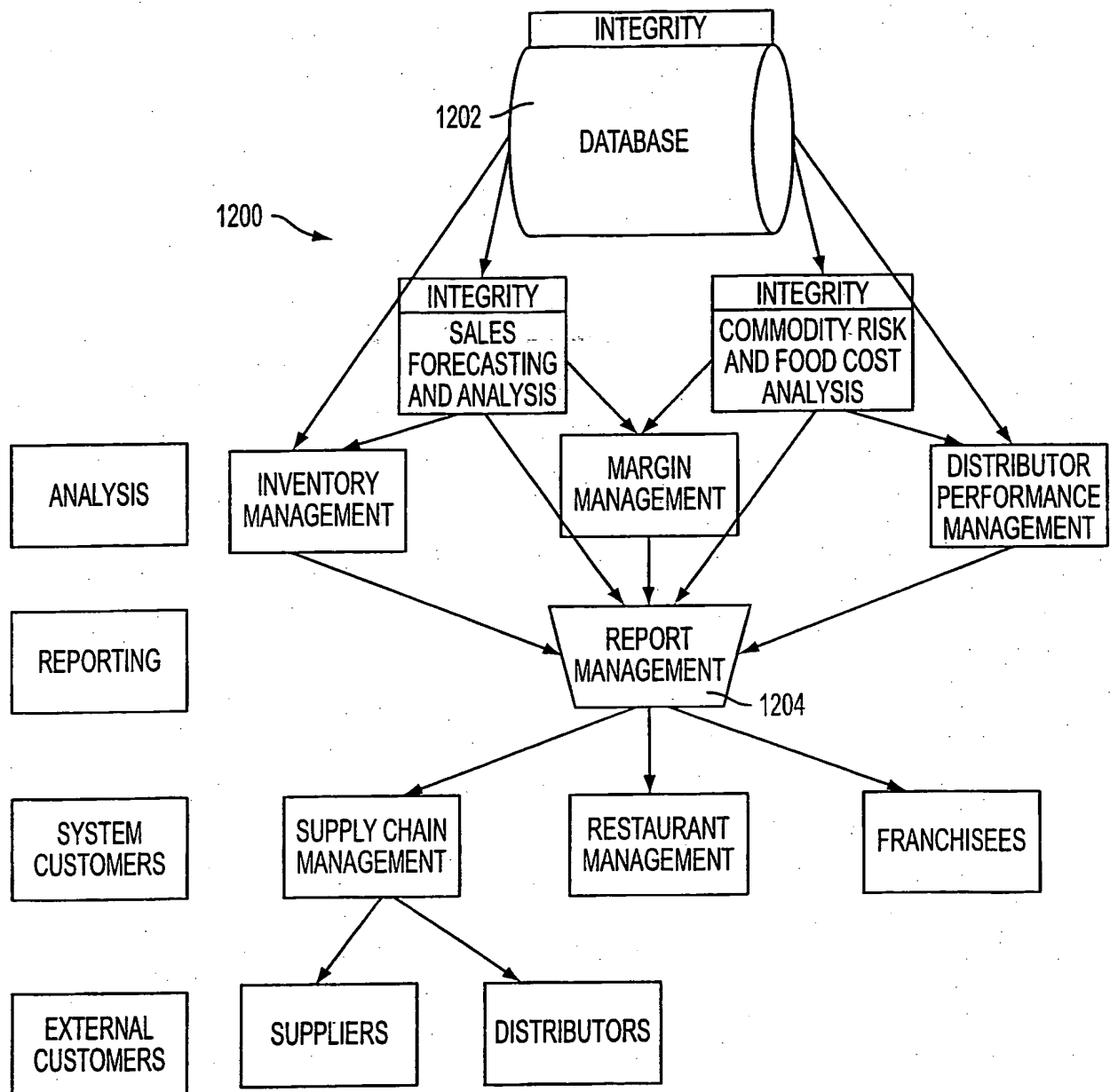


FIG. 12

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1330

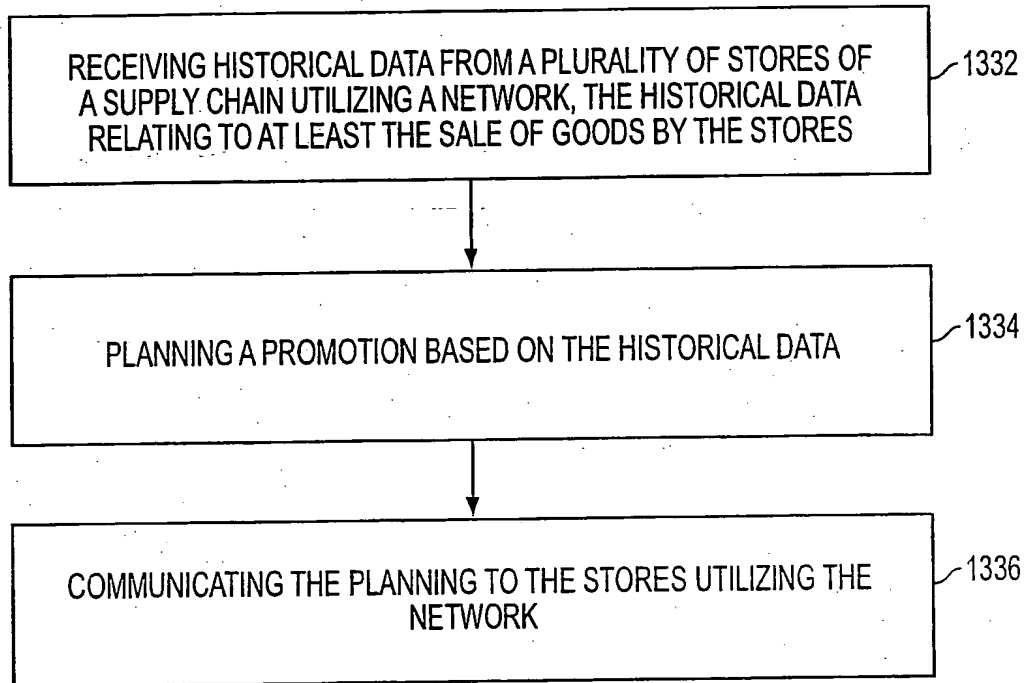


FIG. 13

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1430

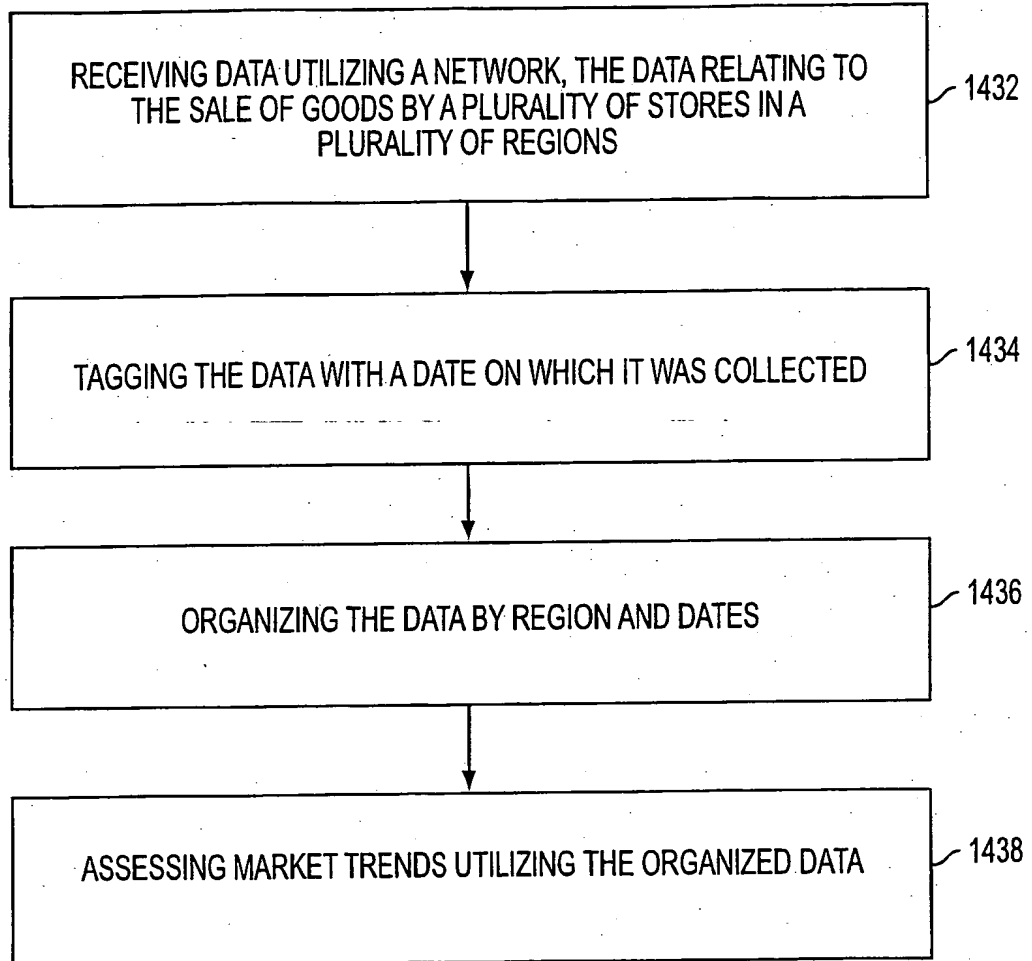


FIG. 14

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1530

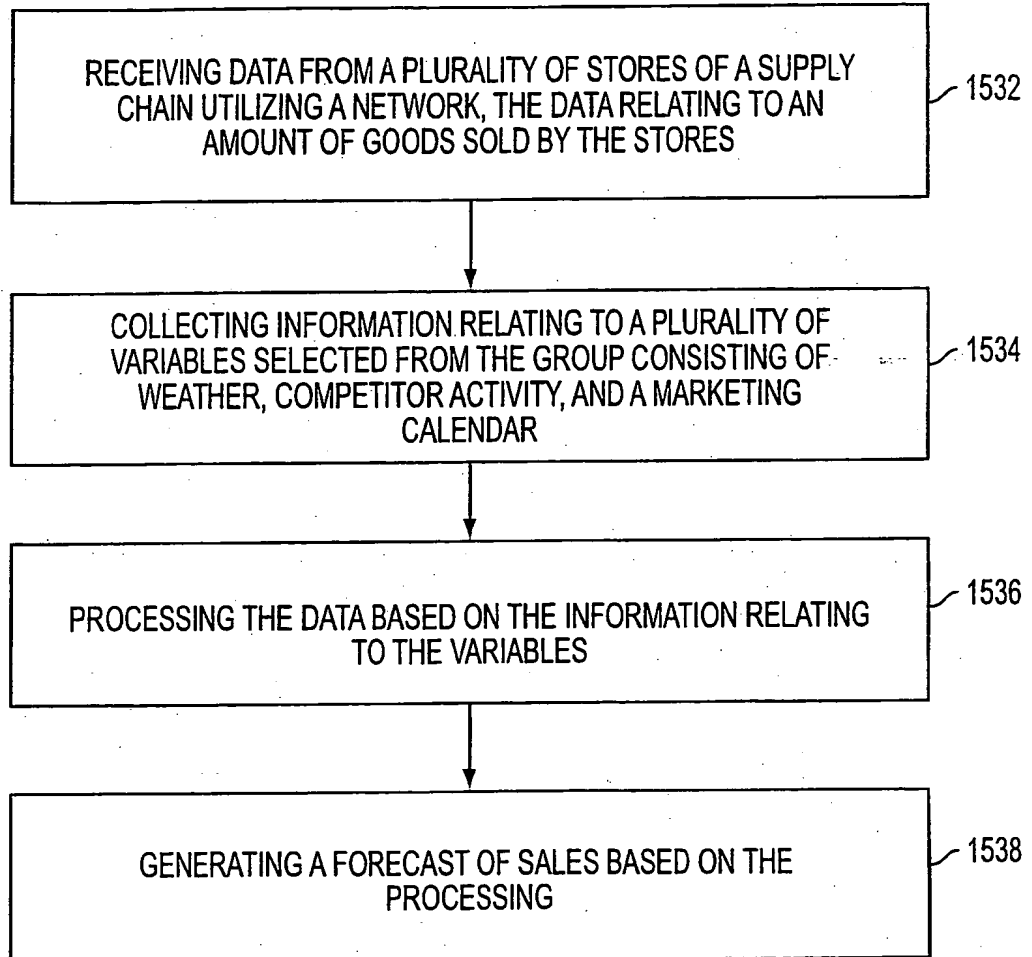


FIG. 15

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1630

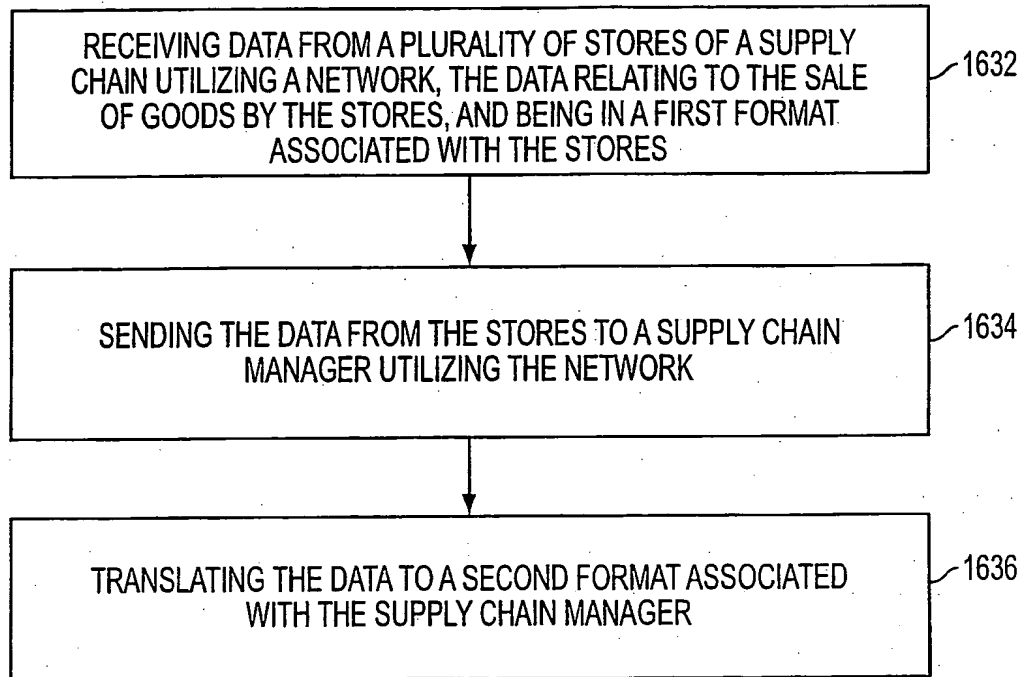


FIG. 16

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1730

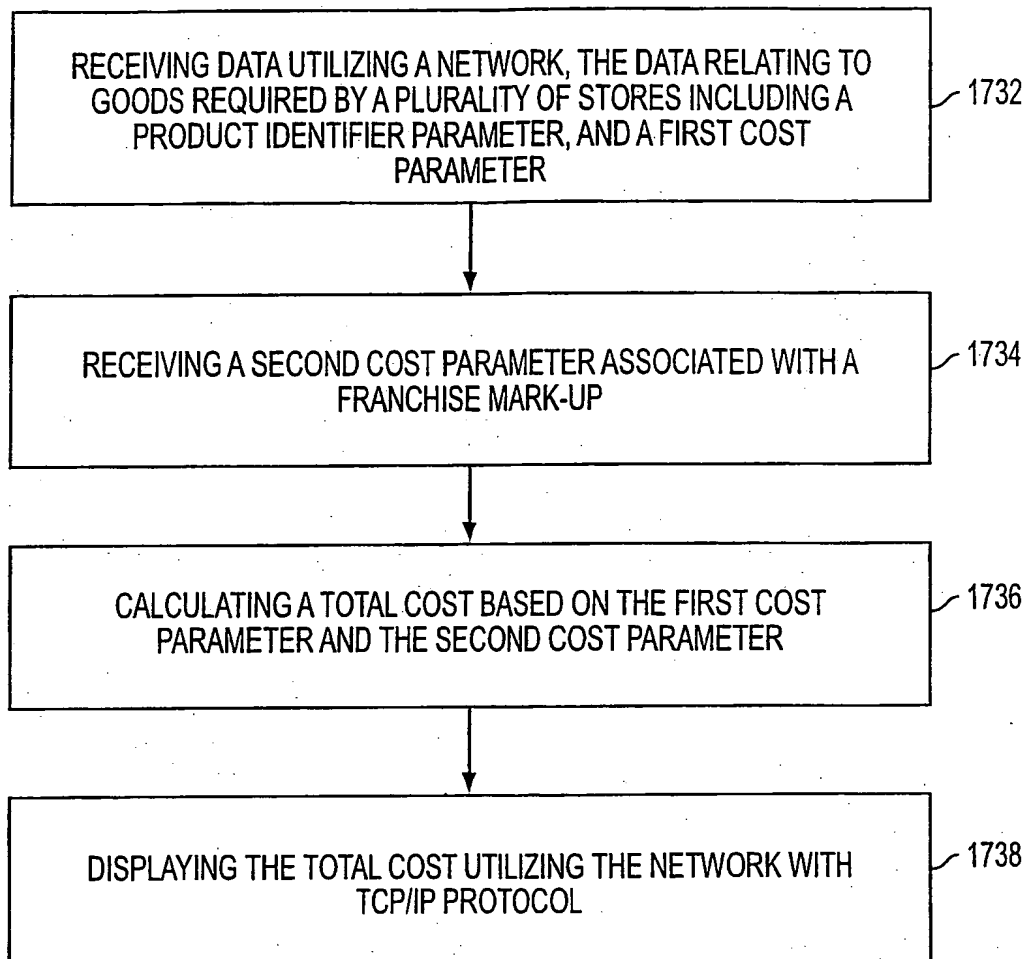


FIG. 17

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1830

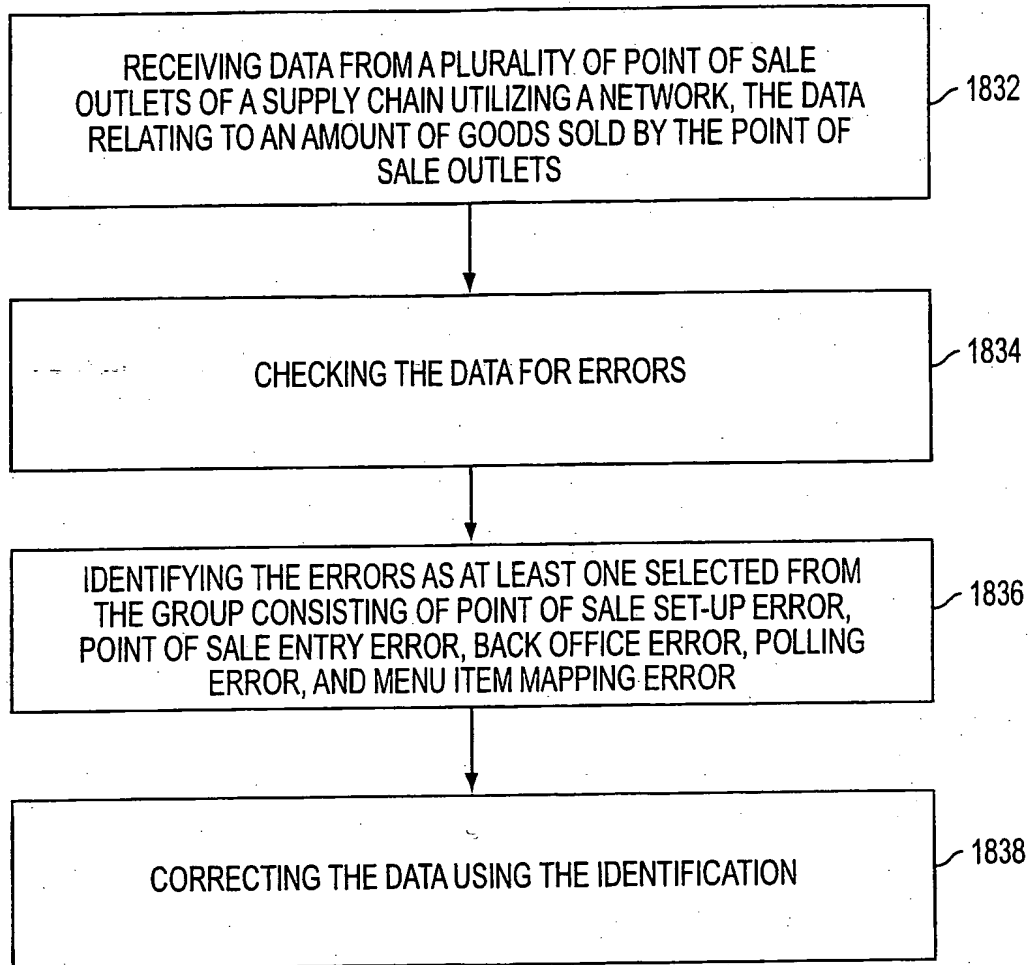


FIG. 18

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1930

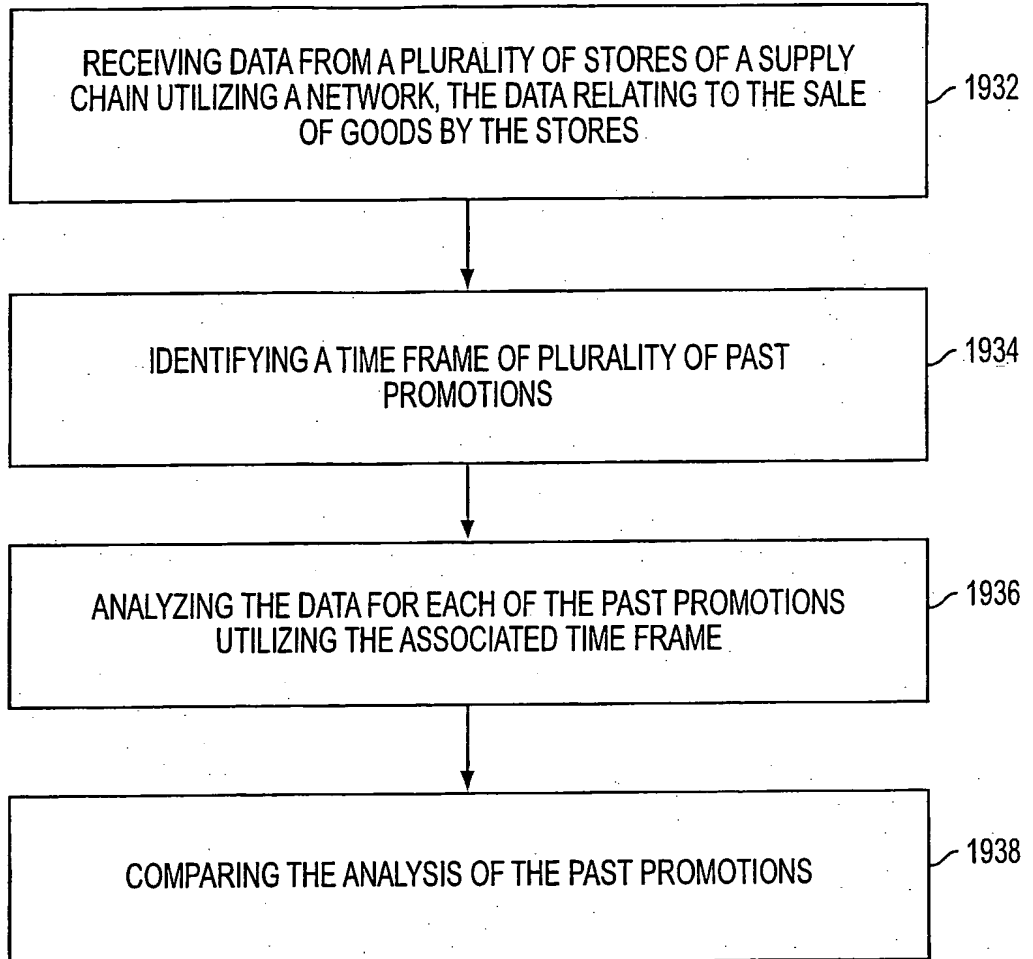


FIG. 19

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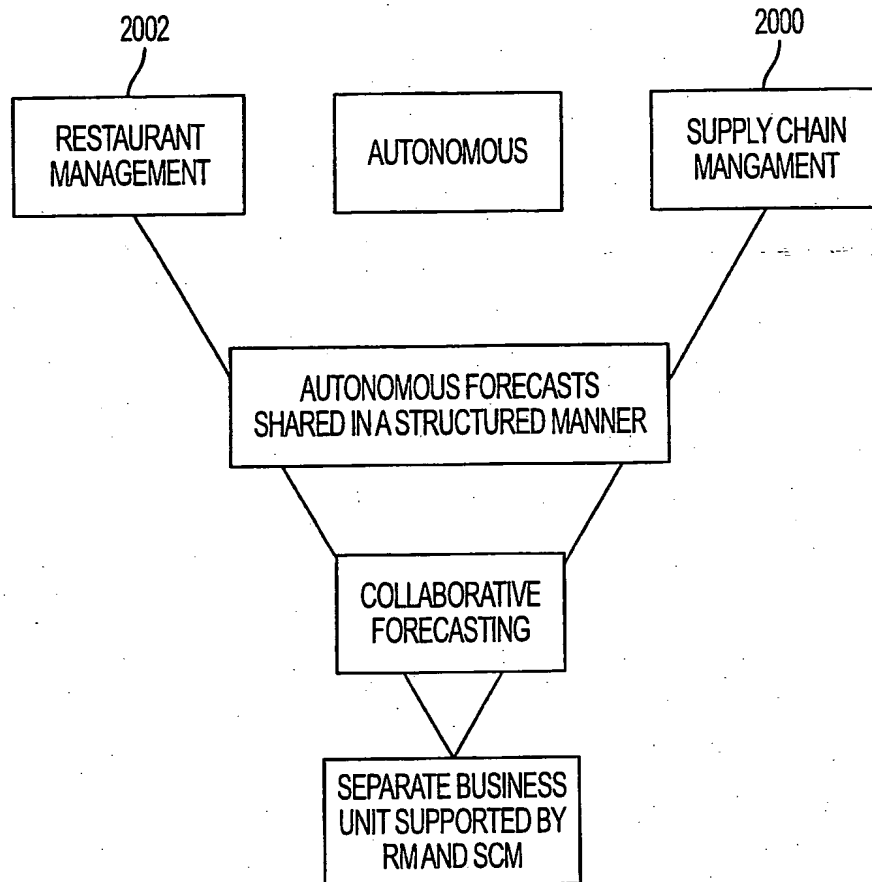


FIG. 20

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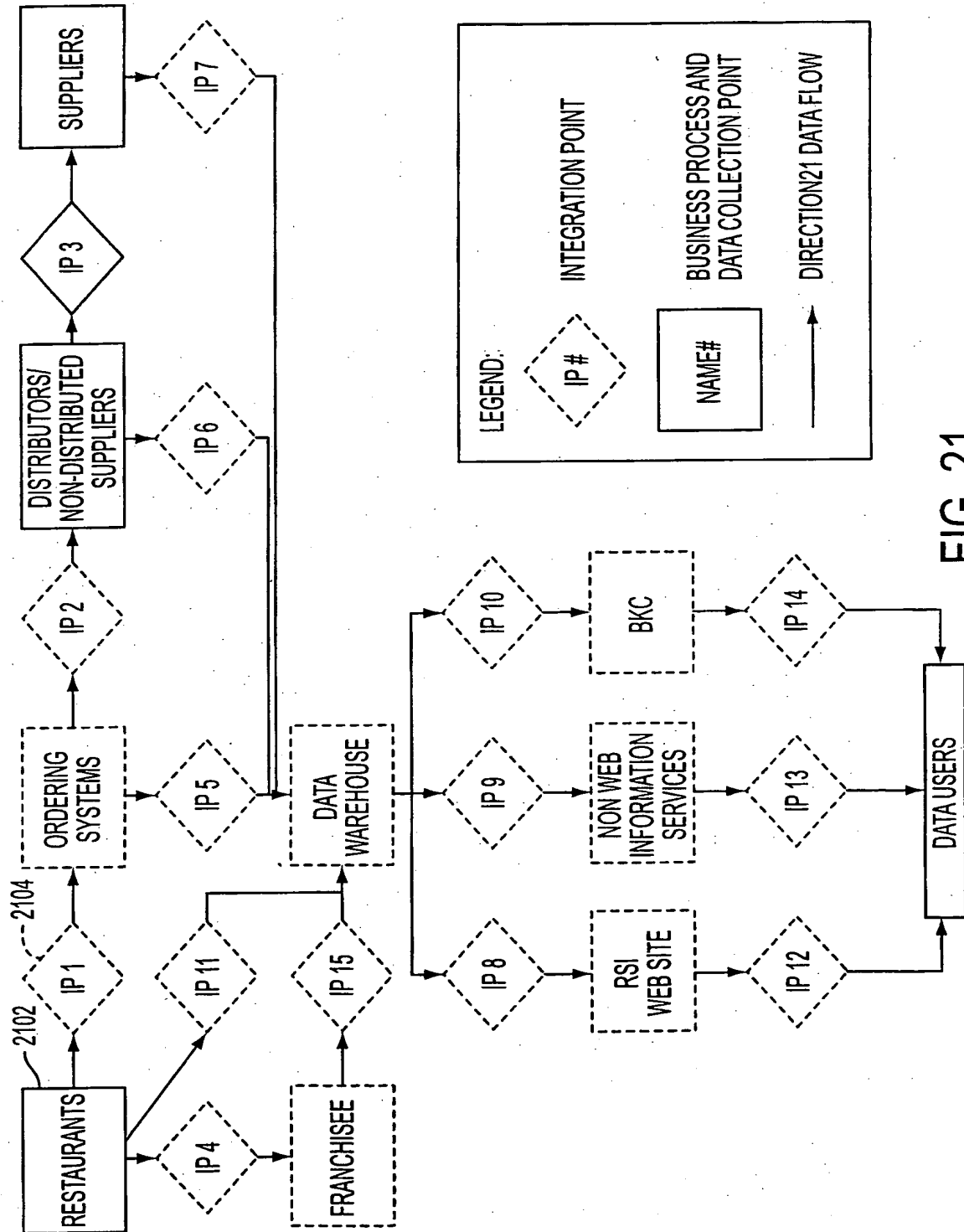


FIG. 21

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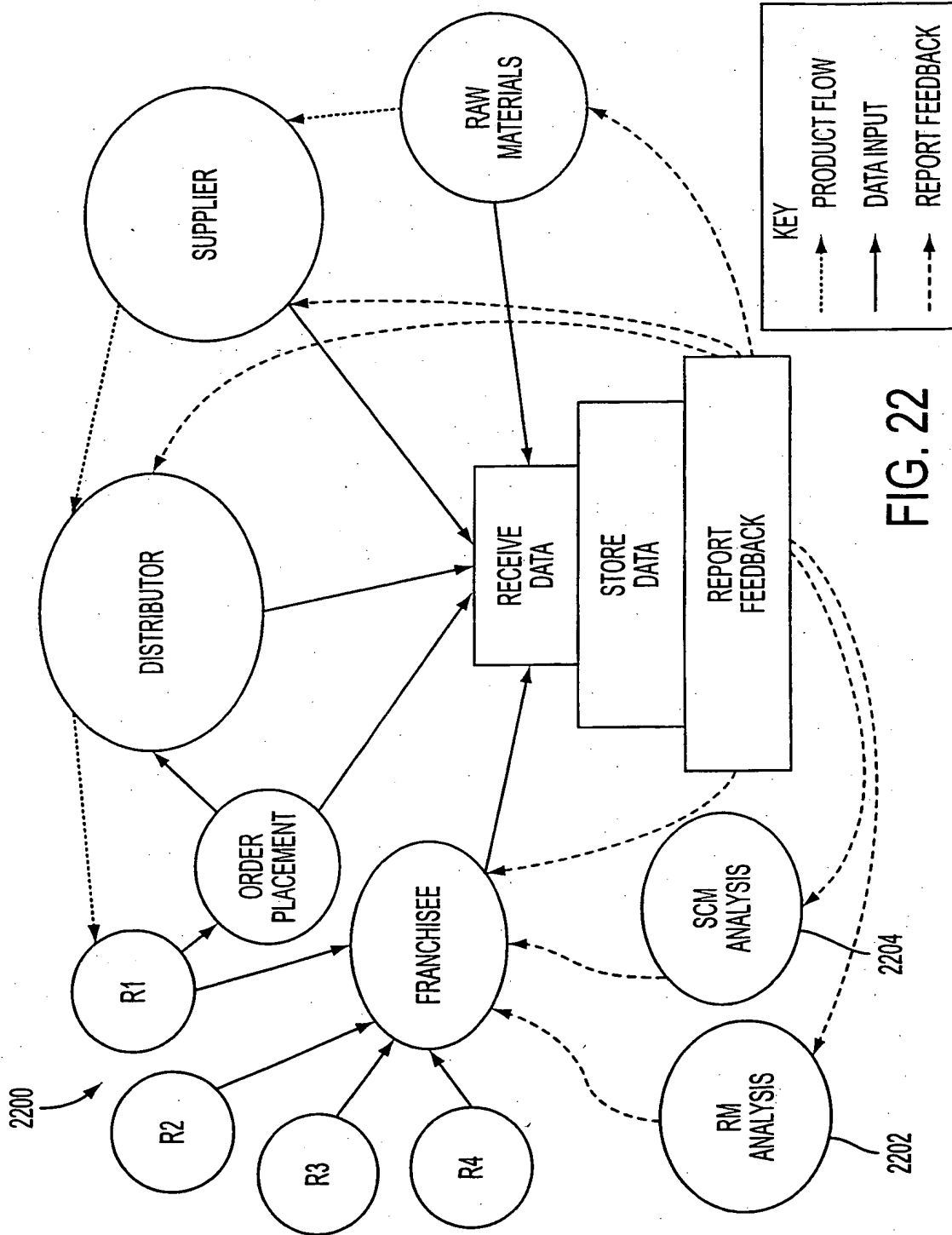


FIG. 22

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2330

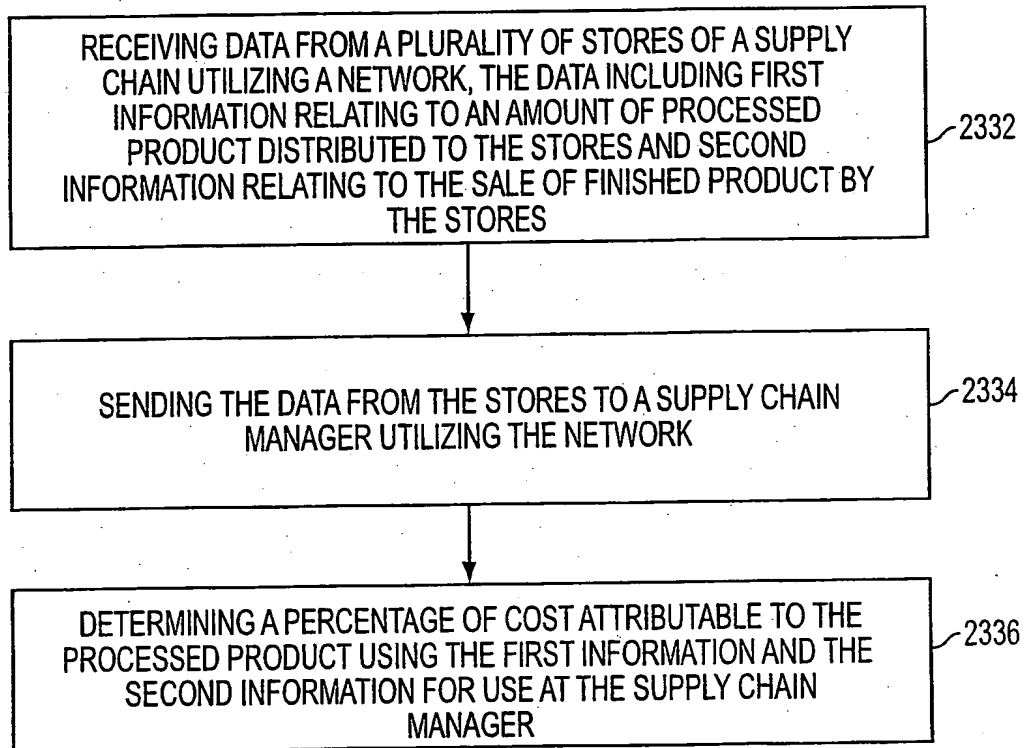


FIG. 23

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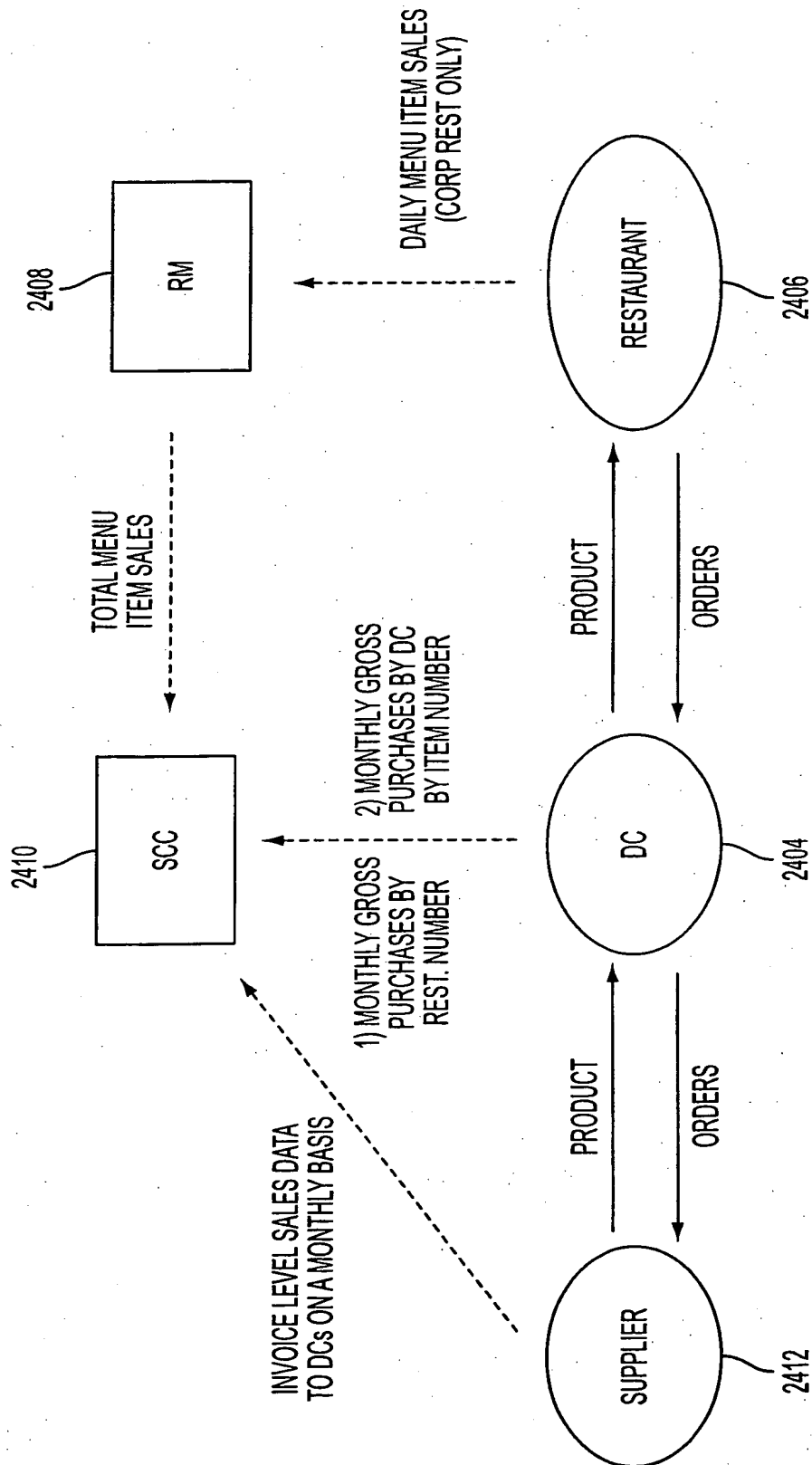


FIG. 24

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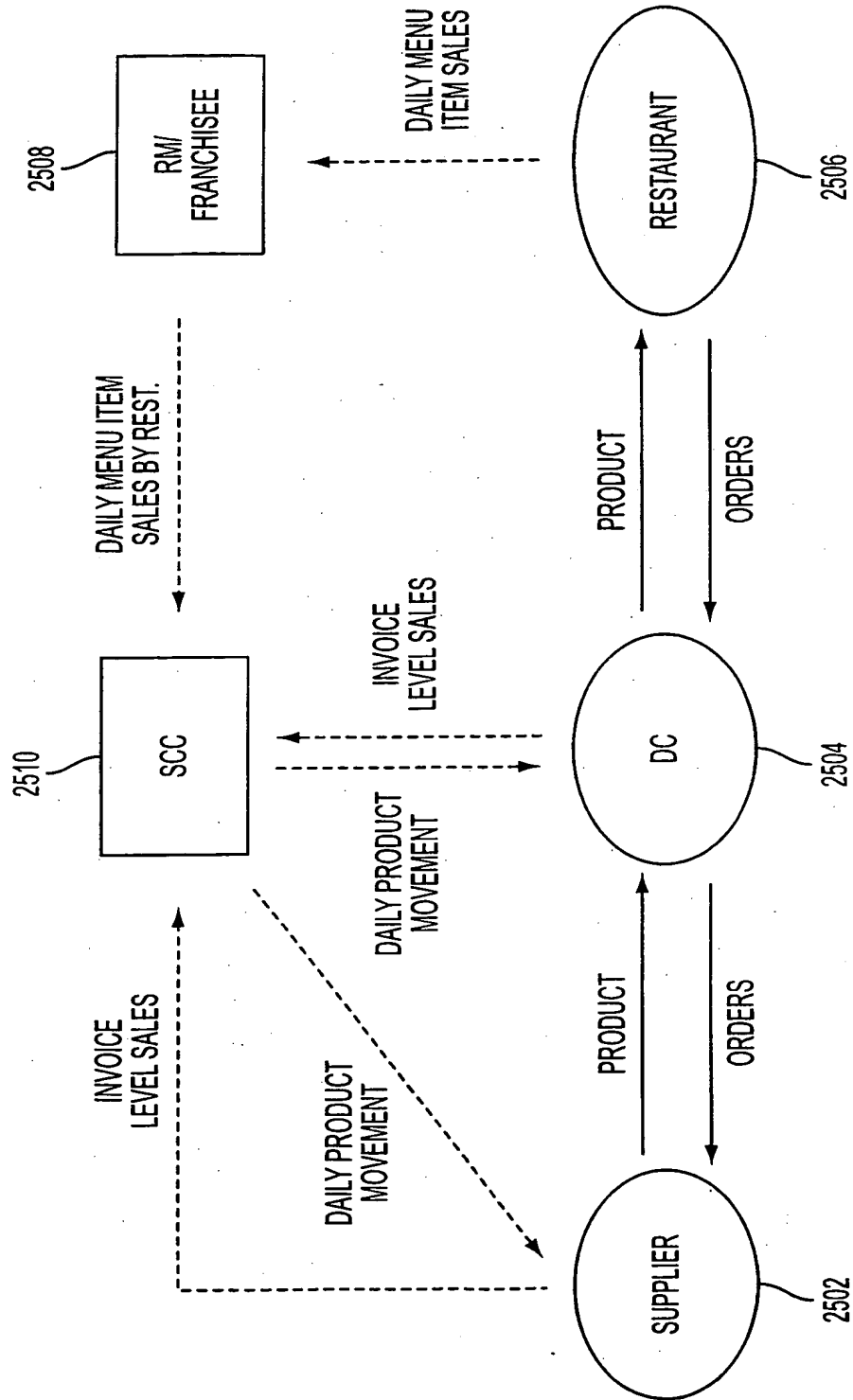


FIG. 25

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FIG. 26

2600

2602

2604

SALES FORECAST WORKSHEET - SYSTEM

WEEK	HISTORY						FORECAST									
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
NTNL MARKETING THEME																
ADVERTISING SCORE																
LOCAL CONSIDERATIONS																
COMPETITION INDEX																
WEATHER INDEX																
SEASONALITY INDEX																
SALES HISTORY/FORECAST TOTAL (\$/STORE)																
KEY PRODUCTS BY MENU ITEM (UNITS/DAY/STORE)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc...																
KEY PRODUCTS BY INVENTORY ITEM (CASES/DAY/STORE)																
BEEF-WHOPPER 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
CHEESE - AMERICAN SLICED	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
MAYO - BULK	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
PICKLES - PAIL	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
WRAP WHOPPER	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
KETCHUP - BULK	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
BUN-WHOPPER 5" (DOZEN)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
LETTUCE - SHREDDED	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
TOMATOES	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
ONIONS - SLICED	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

2604

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2700

PROMOTIONAL MONITOR - SYSTEM & REGIONAL

		HISTORY				WEEK #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7 TOTAL
TOTAL SALES (\$/STORE)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250
MENU ITEM SALES FOR KEY PRODUCTS (UNITS/RESTAURANT/WEEK)												
CATEGORY	SEGMENT											
WHOPPER	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46 286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26 165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137 857
WHOPPER TOTAL		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209 1,309
VARIANCE FROM EXPECTED (HIGHLIGHTED AREAS ARE OUTSIDE OF EXPECTED RANGE)												
WHOPPER	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0% 6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0% 6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	9.0%	7.0% 7.7%
WHOPPER TOTAL		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0% 6.9%

FIG. 27

2702

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2830

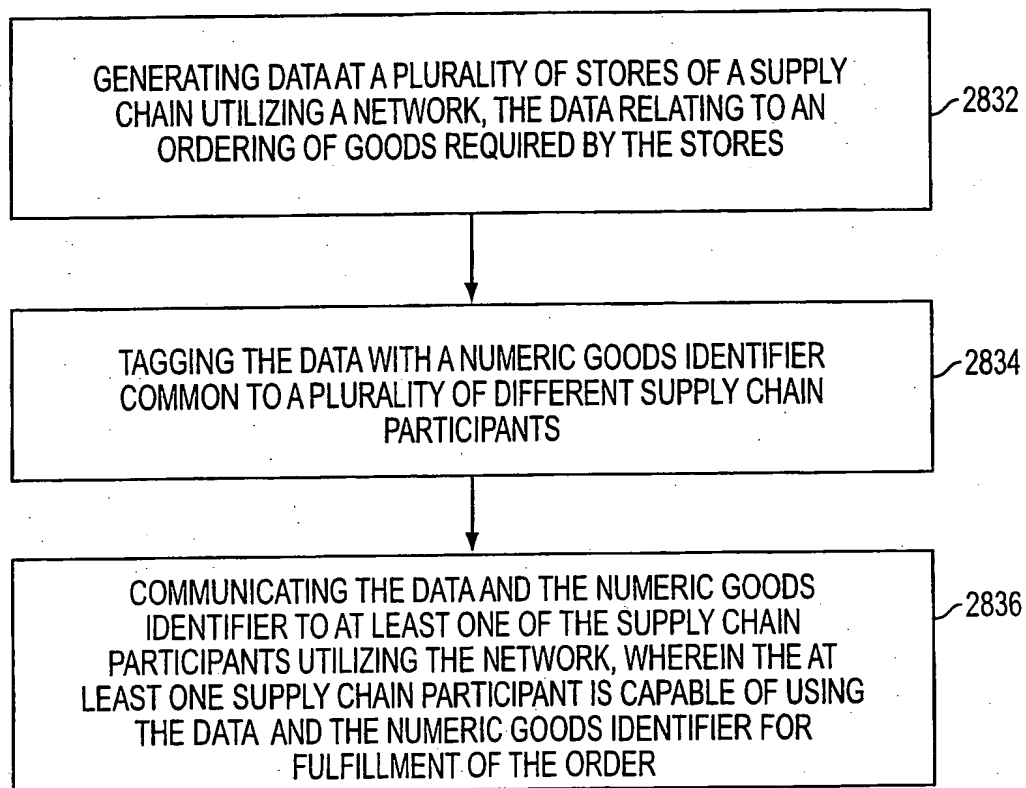


FIG. 28

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2930

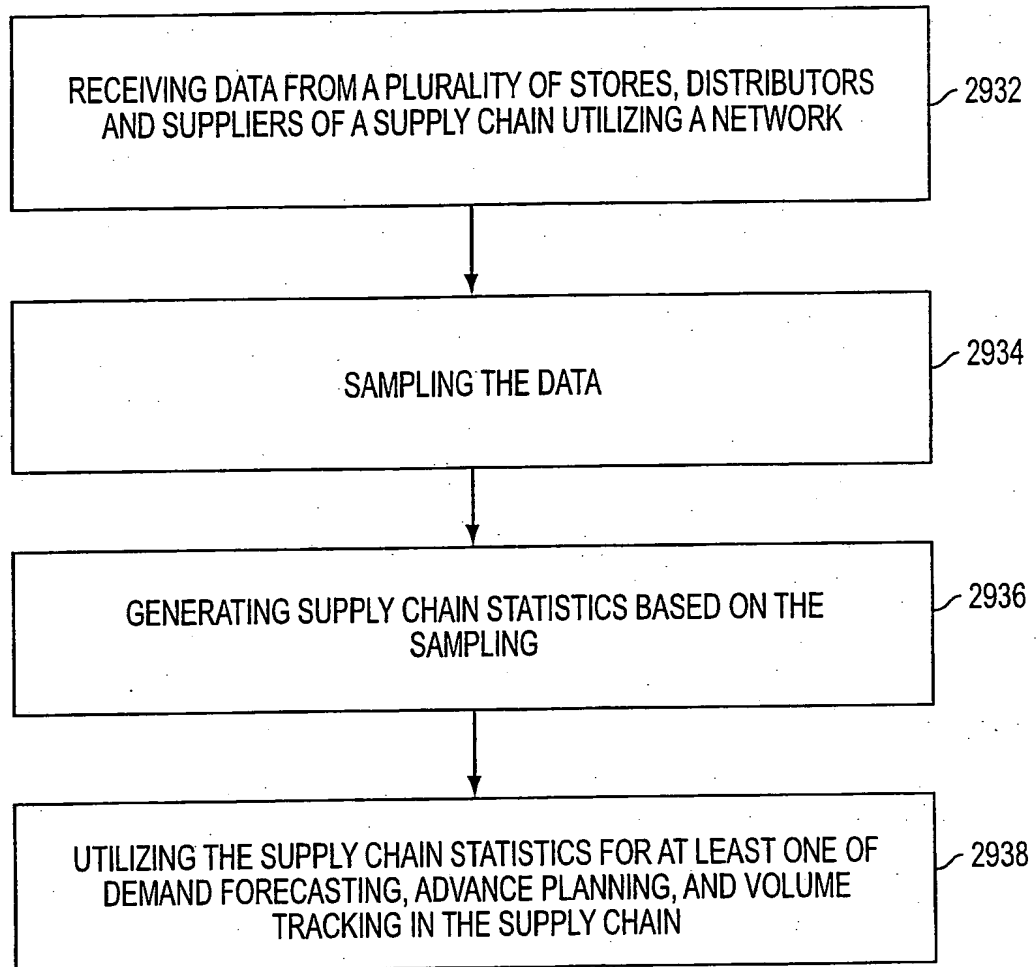


FIG. 29

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DISTRIBUTION CENTER: ALLIANT TOPEKA

TIME PERIOD (MONTH/YR): JUN-00

DELIVERY ORDER FILL RATE

TOTAL CASES ORDERED: 65712

3000

OPERATIONS:

WAREHOUSE OUTS

DAMAGES

MISPICKS

SHORT ON TRUCK

OVERLOOKED AND NOT RETURNED

TOTAL OPERATIONS

568
0.86%

PURCHASING:

OUT OF STOCKS

SUBSTITUTIONS

OUT OF CODE

TOTAL PURCHASING

990
1.51%
70
0.11%
1060
1.61%

DISTRIBUTION CENTER TOTAL:

OPERATIONS:

PURCHASING:

GRAND TOTAL:

568
0.86%
1060
1.61%
1628
2.48%

DELIVERY ORDER FILL RATE: 97.52%

ON-TIME DELIVERY RATE

TOTAL # OF DELIVERIES:

OF ON-TIME DELIVERIES:

ON-TIME DELIVERY RATE:

1232
0.00%

PERFECT ORDER RATE

TOTAL # OF DELIVERIES:

TOTAL # OF PERFECT ORDERS:

PERFECT ORDER RATE:

1232
725
58.85%

FIG. 30

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3100

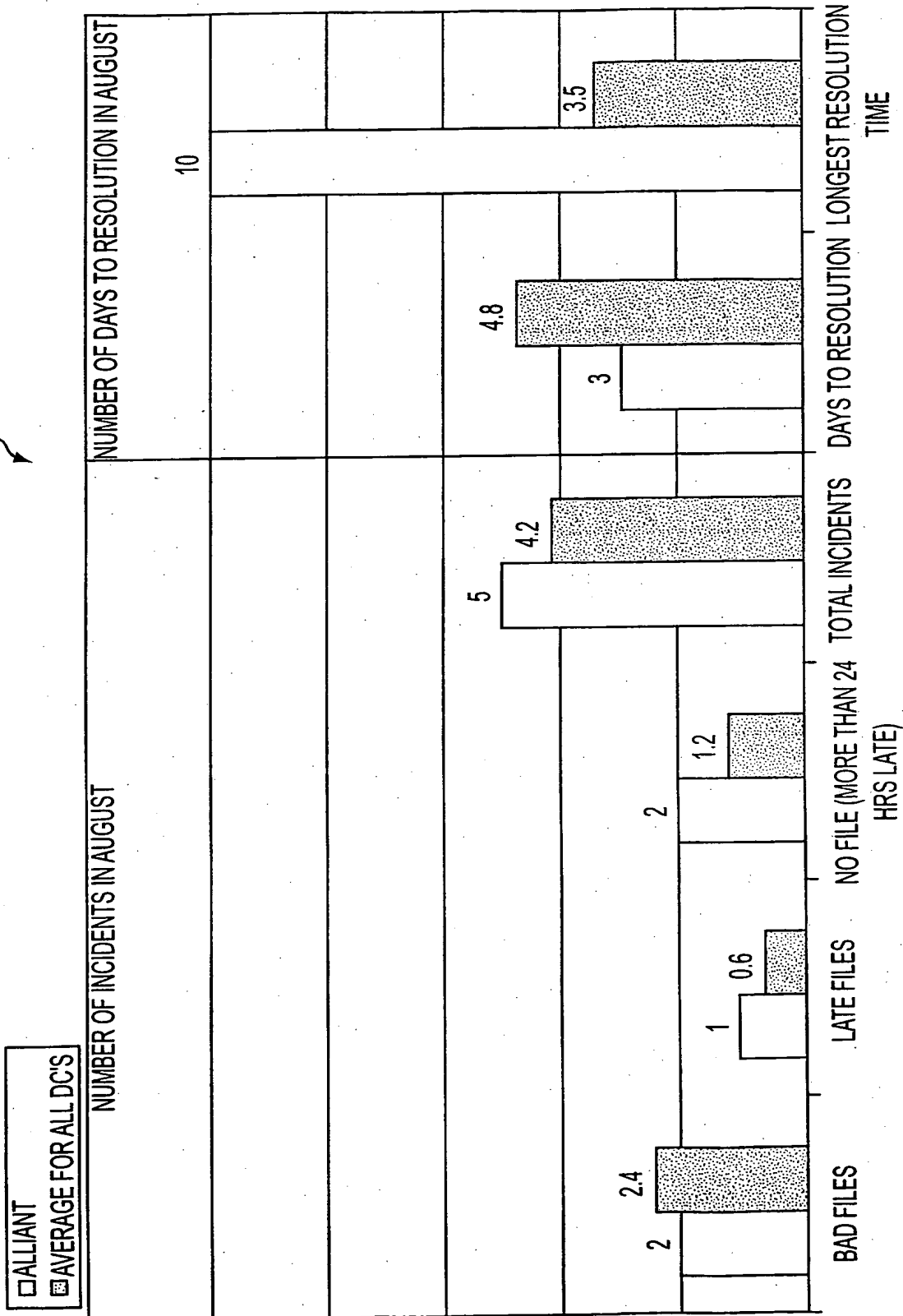


FIG. 31

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3200



	FILL RATE	ON-TIME	PERFECT ORDER
ALLIANT-PADUCAH	99.14%	90.06%	
ALLIANT-TOPEKA			
ALLIANT WIXOM	99.05%	98.71%	
KING-ATLANTA	99.34%	92.91%	78.70%
KING-JACKSONVILLE	99.65%	96.56%	80.90%
KING-LOUISVILLE	99.78%	94.53%	86.98%
MAINES 29, CONKLIN	99.41%		79.25%
MAINES 30, CLEVELAND			
MAINES LONG ISLAND	99.41%		
MAINES NEW ENGLAND	99.68%		79.83%
MBM FULLERTON	99.13%	94.15%	#DIV/0!
MBM LEWISVILLE	99.51%	92.88%	#DIV/0!
MBM ORLANDO	99.76%	93.60%	#DIV/0!
MBM ROCKY MOUNT	99.13%	92.46%	#DIV/0!
MCCABE'S	99.80%	99.72%	96.84%
MCLANE LUBBOCK	#DIV/0!	#DIV/0!	#DIV/0!
NICHOLAS & CO.	99.60%	96.04%	85.37%
PFD SUPPLY	99.16%	90.79%	80.12%
PFG VICTORIA	99.42%	#DIV/0!	
PYA/MONARCH	99.20%	97.79%	
REINHART-CEDAR RAPIDS	99.05%	98.65%	
REINHART-OAK CREEK	99.31%	93.69%	
REINHART-ROGERS	99.50%	95.49%	
RESTAURANTS NW	99.03%	99.07%	80.47%
SHAMROCK COMMERCE CITY	99.54%	94.88%	85.13%
SHAMROCK PHOENIX	98.81%	93.88%	
SYGMA HARRISBURG	99.69%		82.88%
SYGMA STOCKTON	99.69%		
SYSO	99.68%	100.00%	82.47%

	FILL RATE	ON-TIME	PERFECT ORDER
BKC MIN	98.50%	90.00%	78.00%
RSI MIN	99.50%	90.00%	80.00%

	OK
	DIDN'T MEET RSI MIN.
	DIDN'T MEET BK MIN.

FIG. 32

34/195

3300

VENDOR:

XYZ COMPANY

TIME PERIOD:

AUG-00

3300

DELIVERY STATISTICS:

DC REQUESTED LEAD-TIME
 DC ADHERENCE TO LEAD-TIME
 DAYS DELIVERY LATE
 ON-TIME DELIVERY PERCENTAGE
 HOURS DELIVERY LATE

4
95%
1.7
95%
0.93

INVENTORY MANAGEMENT:

AVERAGE DAYS ON HAND
 SKU #1
 SKU #2
 MAX DAYS ON HAND
 SKU #1
 SKU #2

19
22

40
32

MONTHLY CARRYING COST

\$	42,513
\$	12,589
	1.25%

INVOICE, PAYMENT AND PRICING:

DAYS FOR PAYMENT
 MONTHLY FOB VARIANCE
 MONTHLY FREIGHT VARIANCE
 MONTHLY TOTAL VARIANCE

12
\$ 30,152
\$ 3,594
\$ 33,746

INVOICE ACCURACY:

INVOICE FILL RATE
 PO ACCEPTED RATE
 PERFECT ORDER PERCENTAGE

97.25%
99.00%
92.34%

FIG. 33

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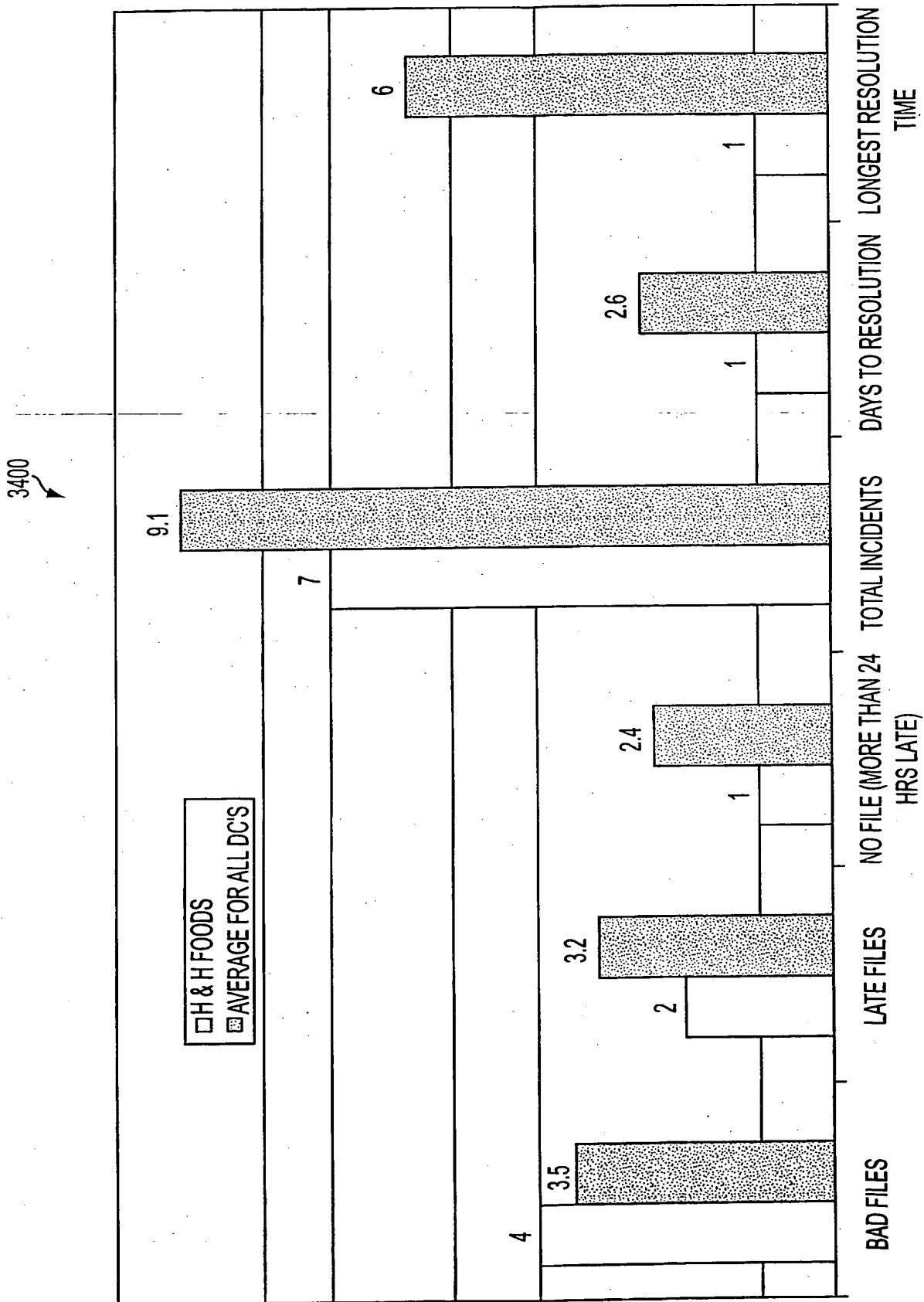


FIG. 34

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3500



	MONTHLY TOTAL OVERCHARGE	PERFECT ORDER PERCENTAGE	MONTHLY CARRYING % INVOICE FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$4,861		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR-SYSTEMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		1.46%
FRESH ADVANTAGE, KC	\$0	98.6%	1.90%
SILVER KING - MN - CORP			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			2.44%
CLOUGHERTY PACKING		94.8%	2.51%
BEVERAGE - AIR	\$0	93.4%	
COMPONENT HARDWARE GROUP, INC			2.06%
COCA - COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	MONTHLY TOTAL OVERCHARGE	PERFECT ORDER PERCENTAGE	MONTHLY CARRYING % INVOICE FOB
RSI MIN	\$5,000.00	92.00%	3.00%

	OK
	DIDN'T MEET RSI MIN.

FIG. 35

37/195

3600

MOCK REPORT^{1/}

	FY01	OCT-00	NOV-00	DEC-00	JAN-01	FEB-01	MAR-01	APR-01	MAY-01
--	------	--------	--------	--------	--------	--------	--------	--------	--------

FOOD COST INDEX

PLAN

99.75

ACTUAL

99.20

VARIANCE

98.90

GOOD/(BAD)

0.30

TOTAL DOLLAR PURCHASES (IN MILLIONS)^{2/}

PLAN

\$2,237.24

ACTUAL

\$183.98

VARIANCE

\$182.84

GOOD/(BAD)

\$1.14

0.6%

^{1/} INCLUDES ON FOOD COST INDEX ITEMS

^{2/} BASED ON FY 99 SALES VOLUMES

99.92

100.44

101.12

100.49

100.33

98.63

99.20

99.69

99.75

\$186.83

\$187.47

\$189.14

\$187.03

\$187.33

\$184.54

\$182.73

\$182.08

\$2,237.24

FIG. 36

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3730

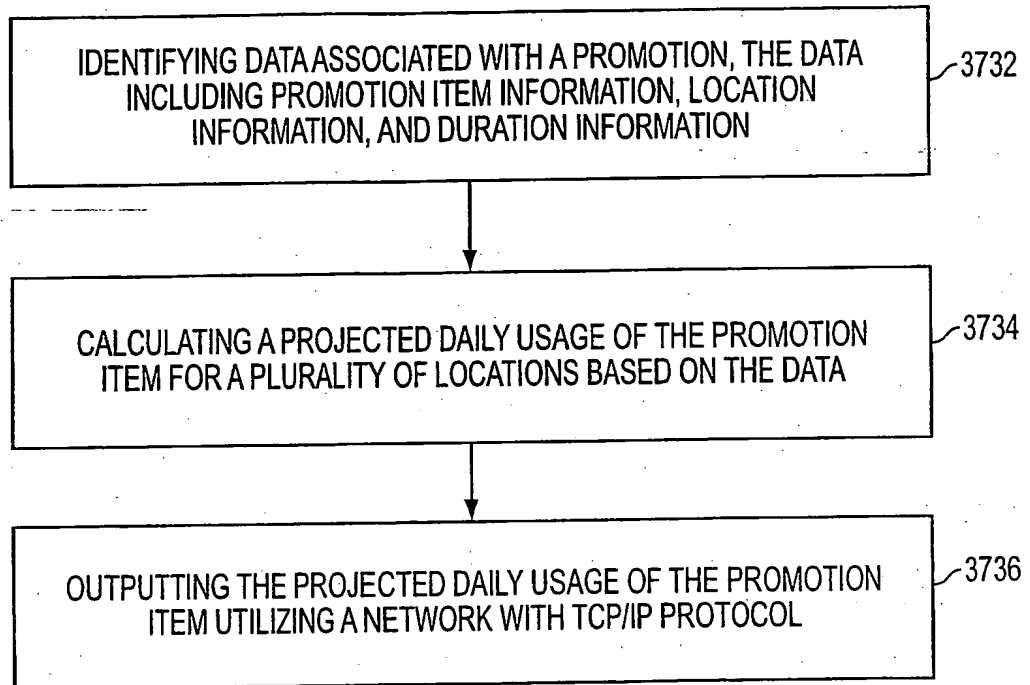


FIG. 37

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3830

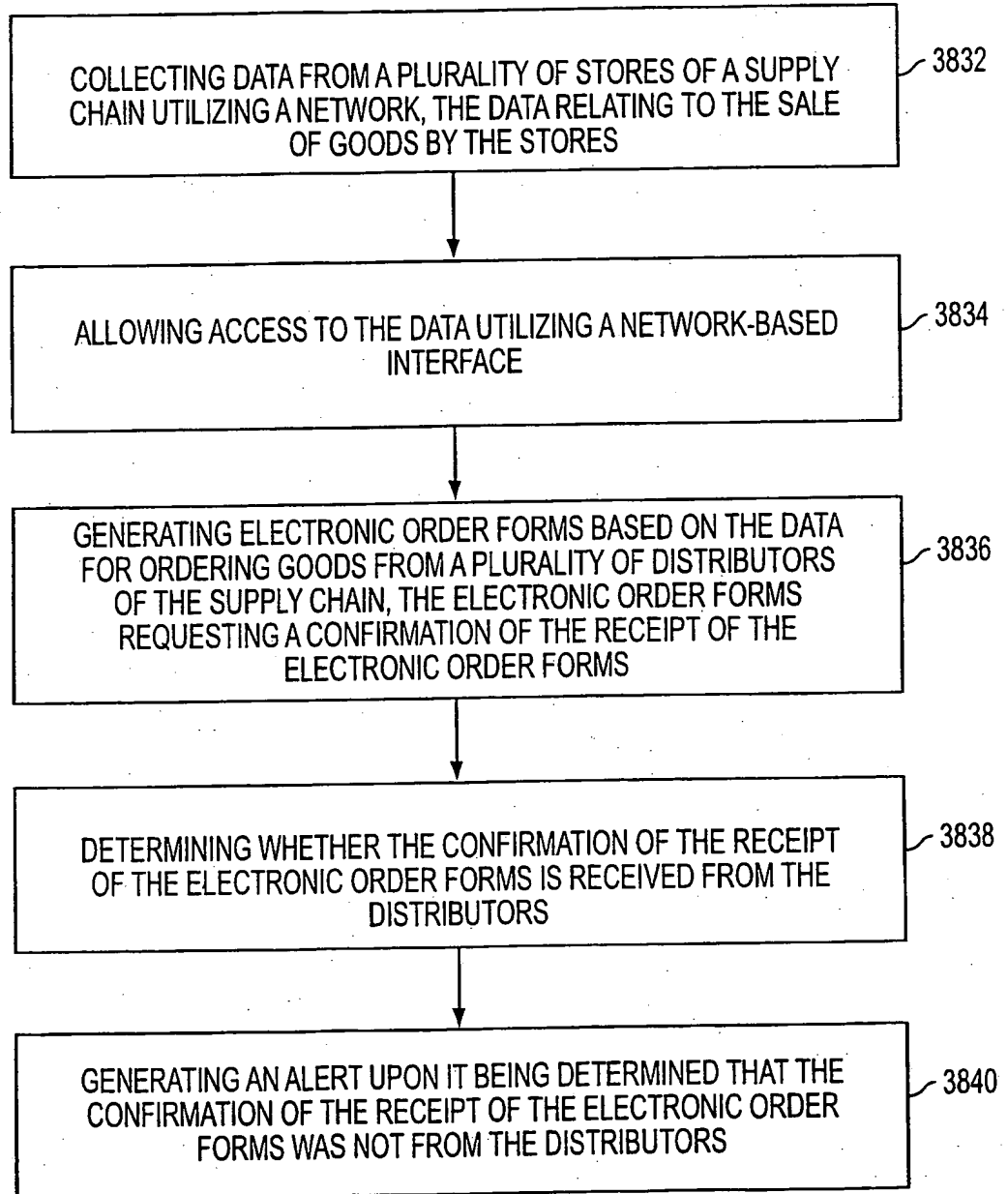


FIG. 38

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3930
↘

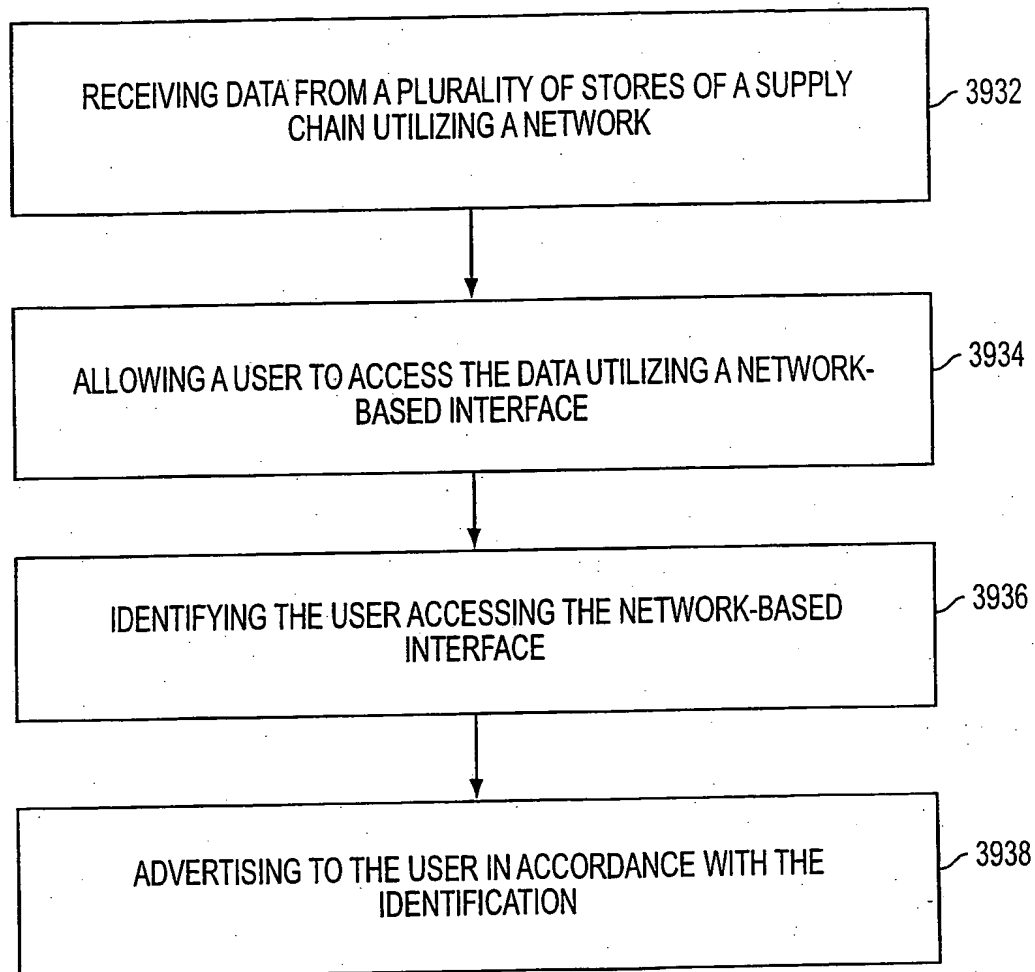


FIG. 39

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4030

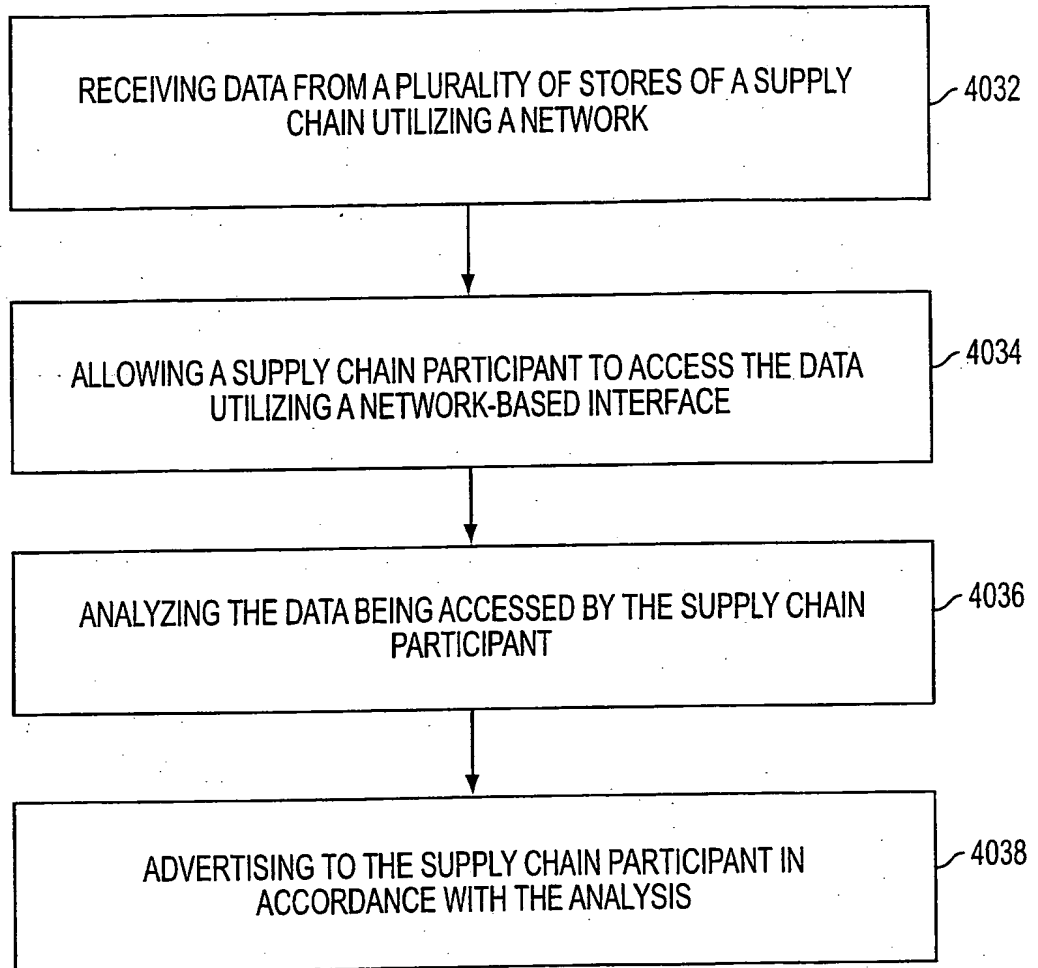


FIG. 40

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4130

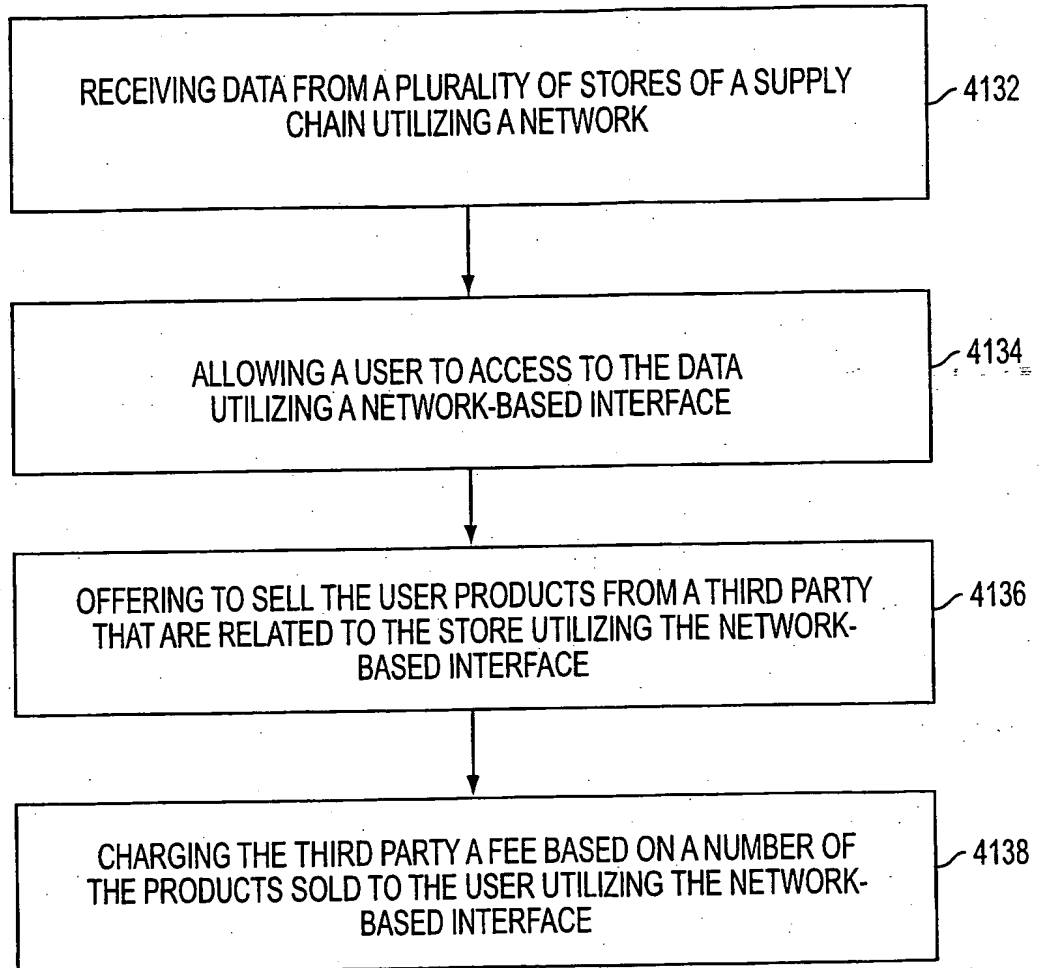


FIG. 41

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4230
↘

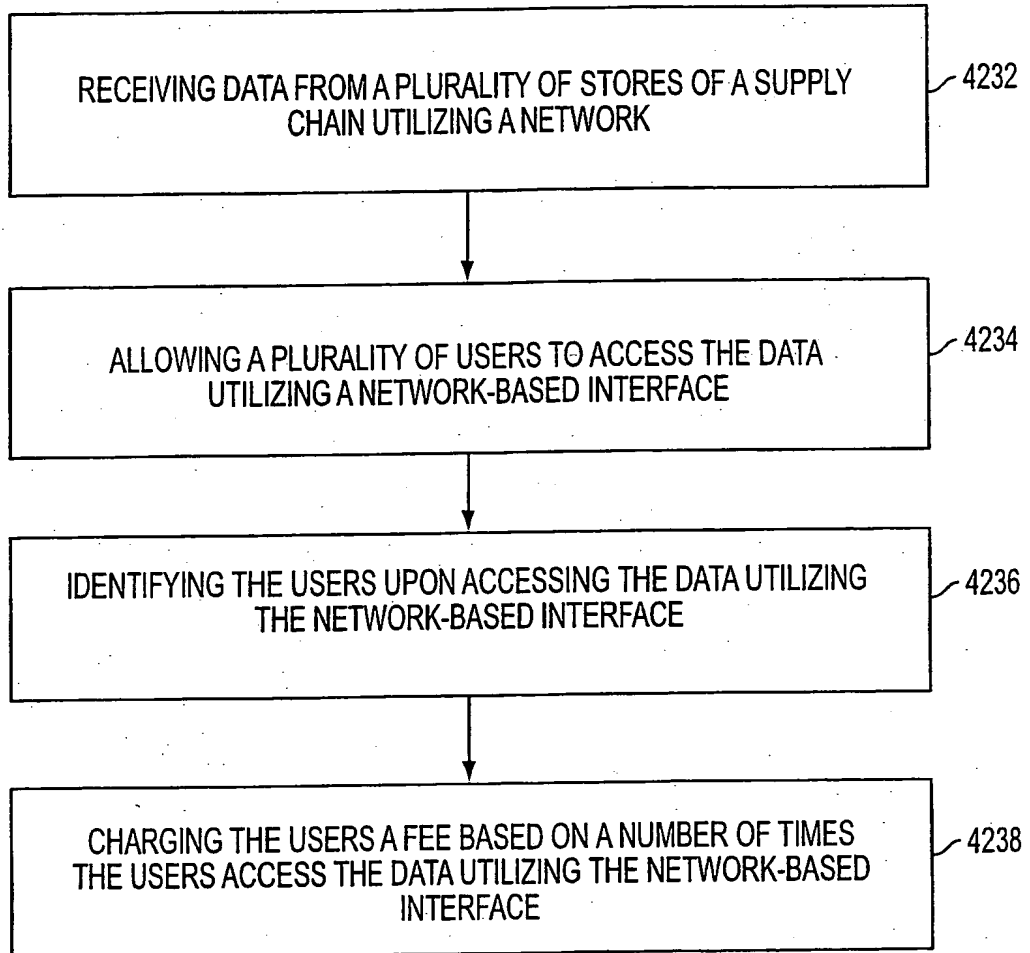


FIG. 42

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4330

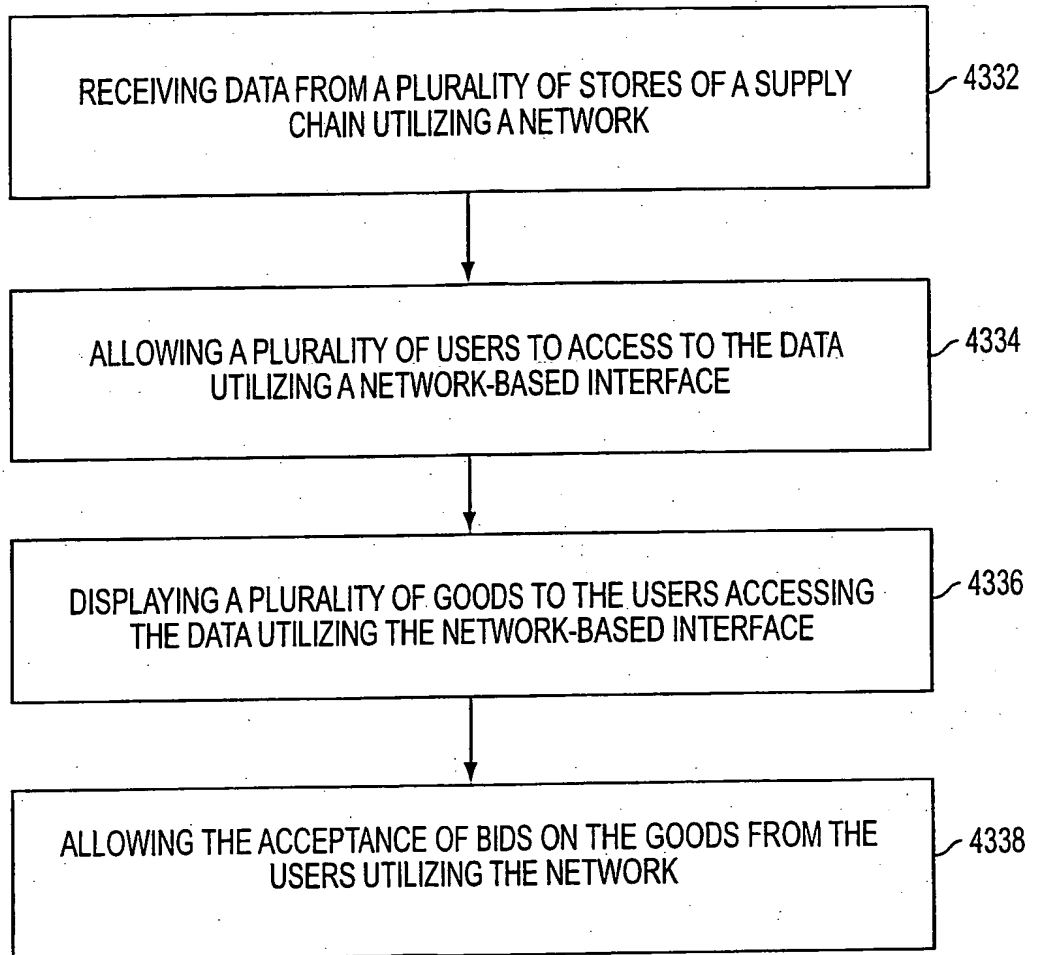


FIG. 43A

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4350

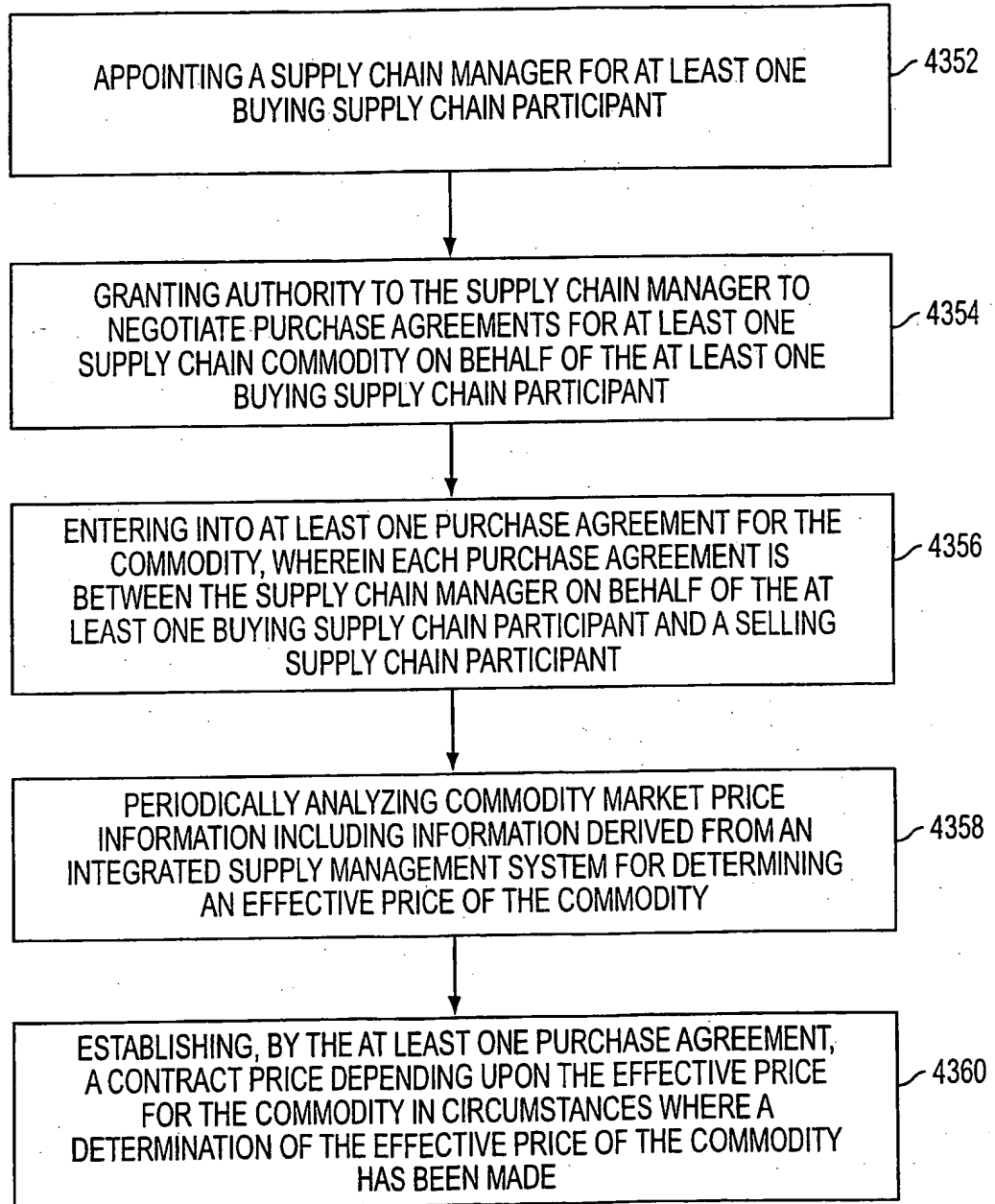


FIG. 43B

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4370

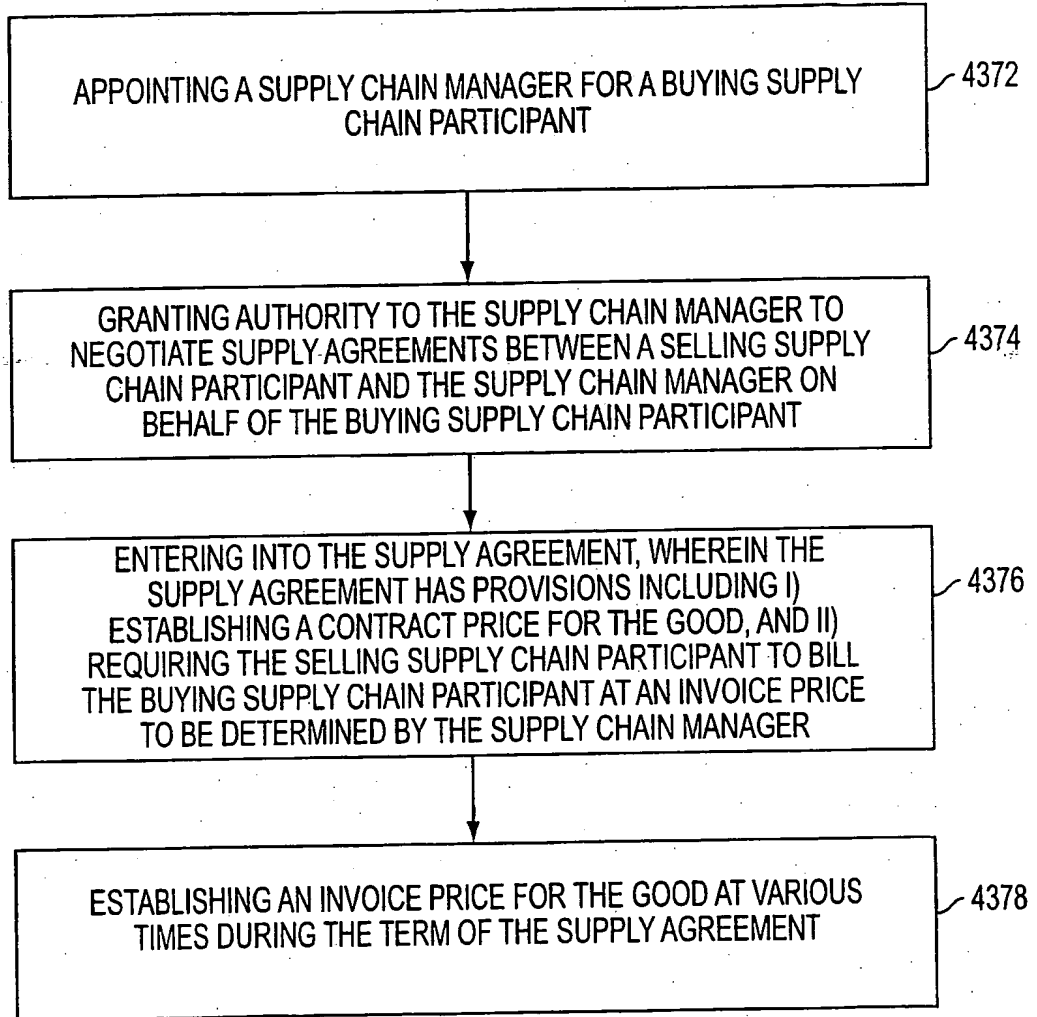


FIG. 43C

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4386

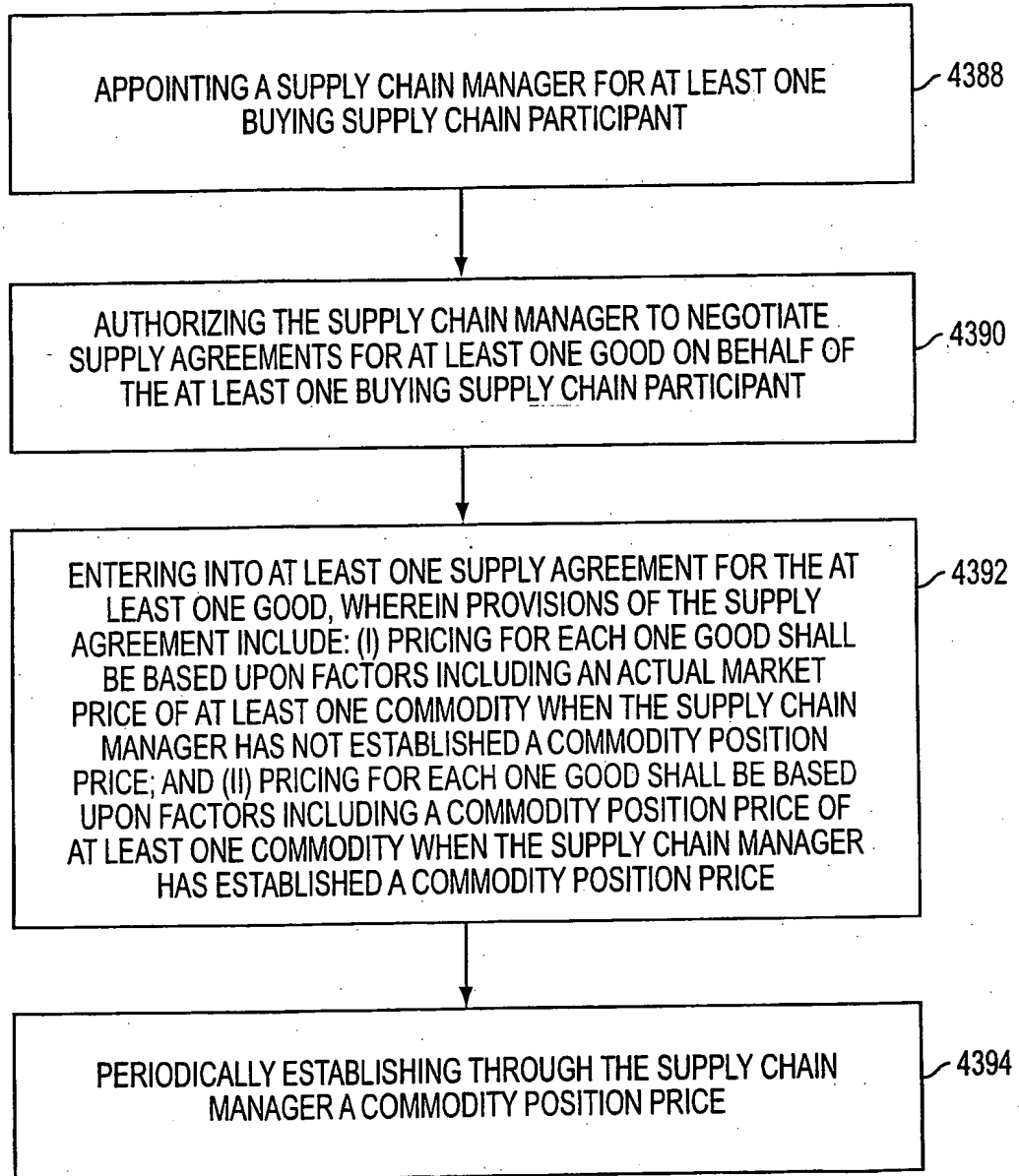


FIG. 43D

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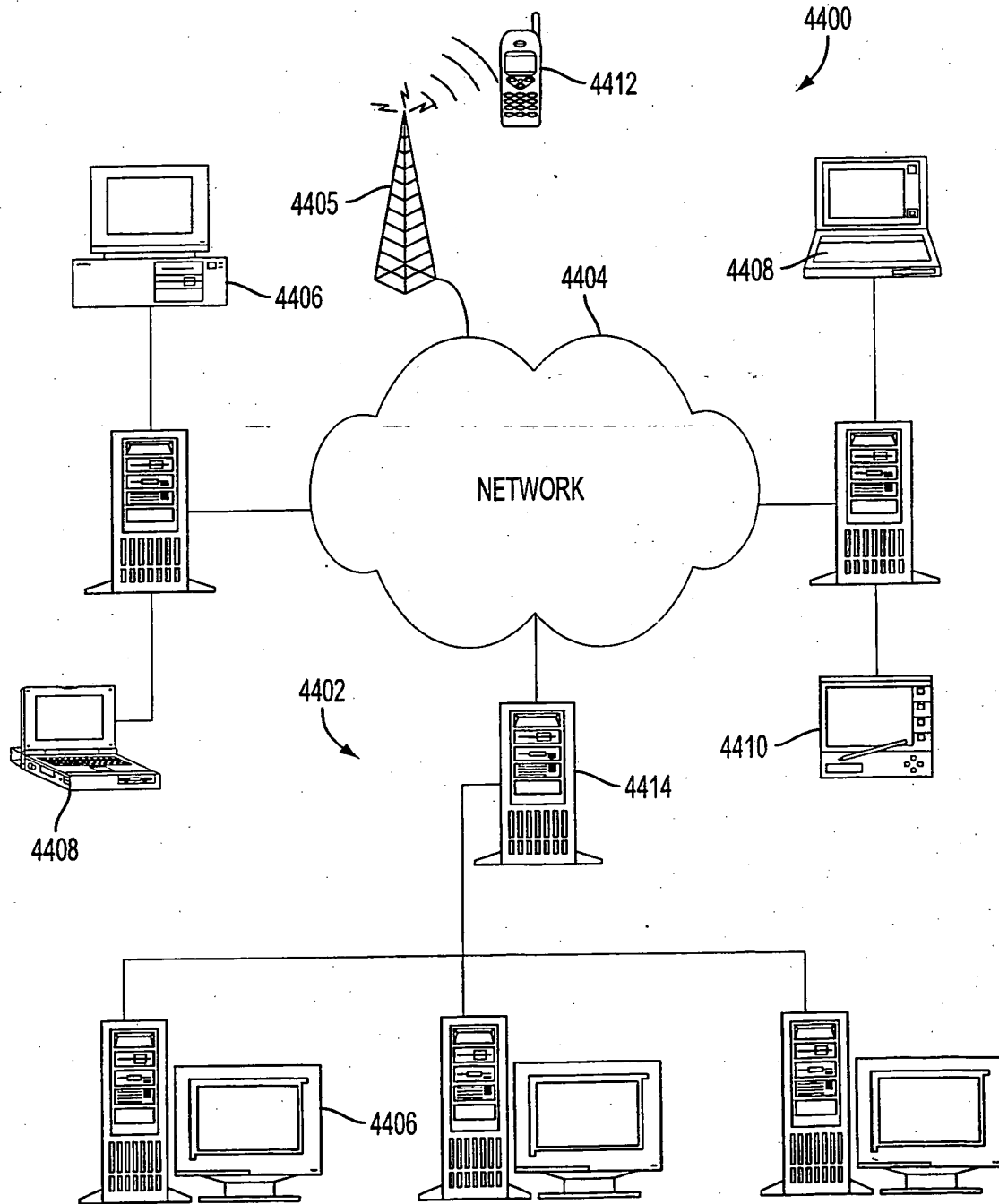


FIG. 44

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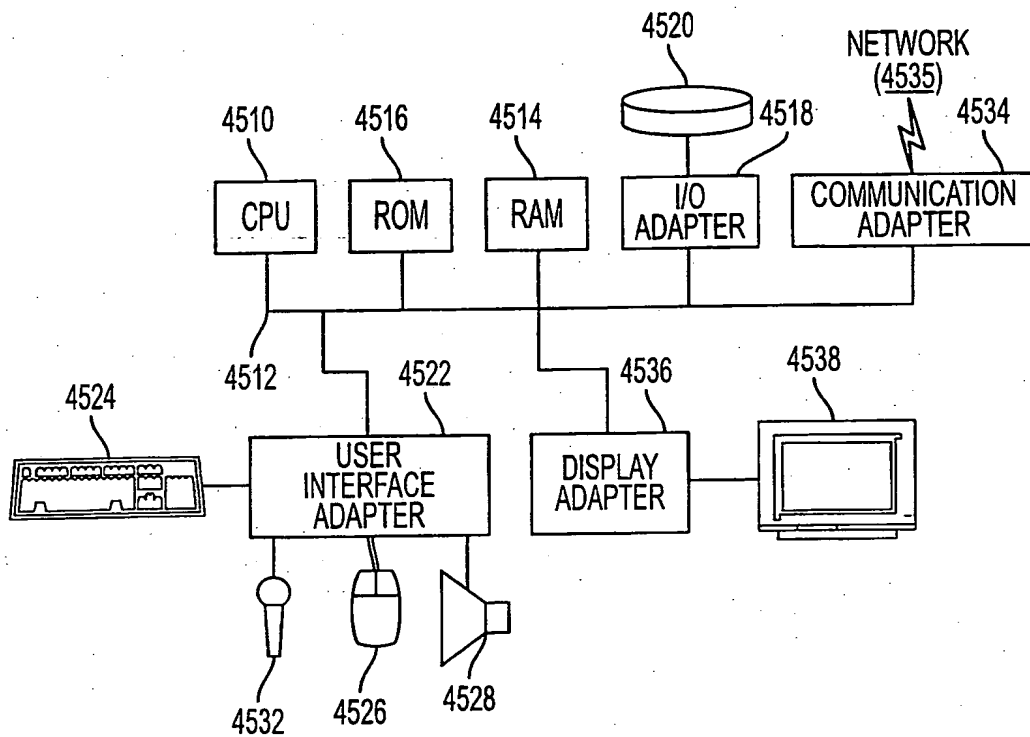


FIG. 45

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4630
↓

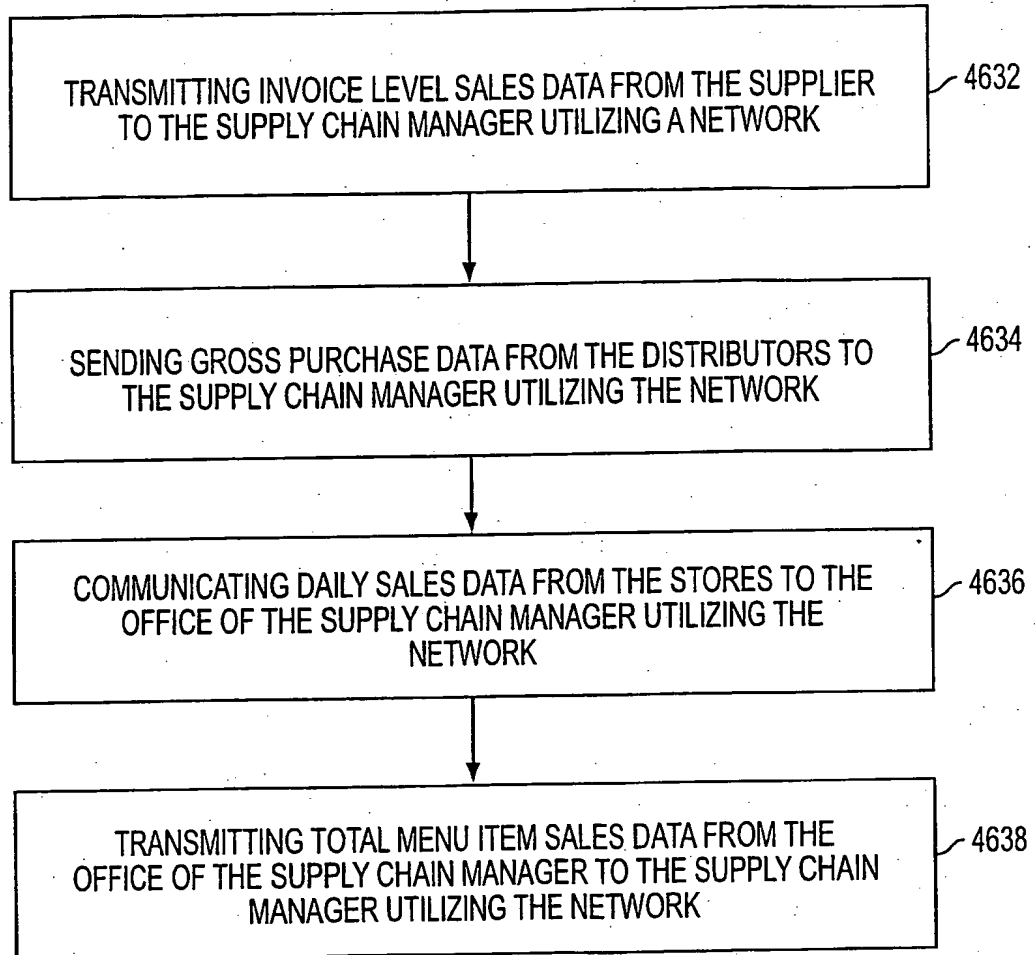


FIG. 46

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4730

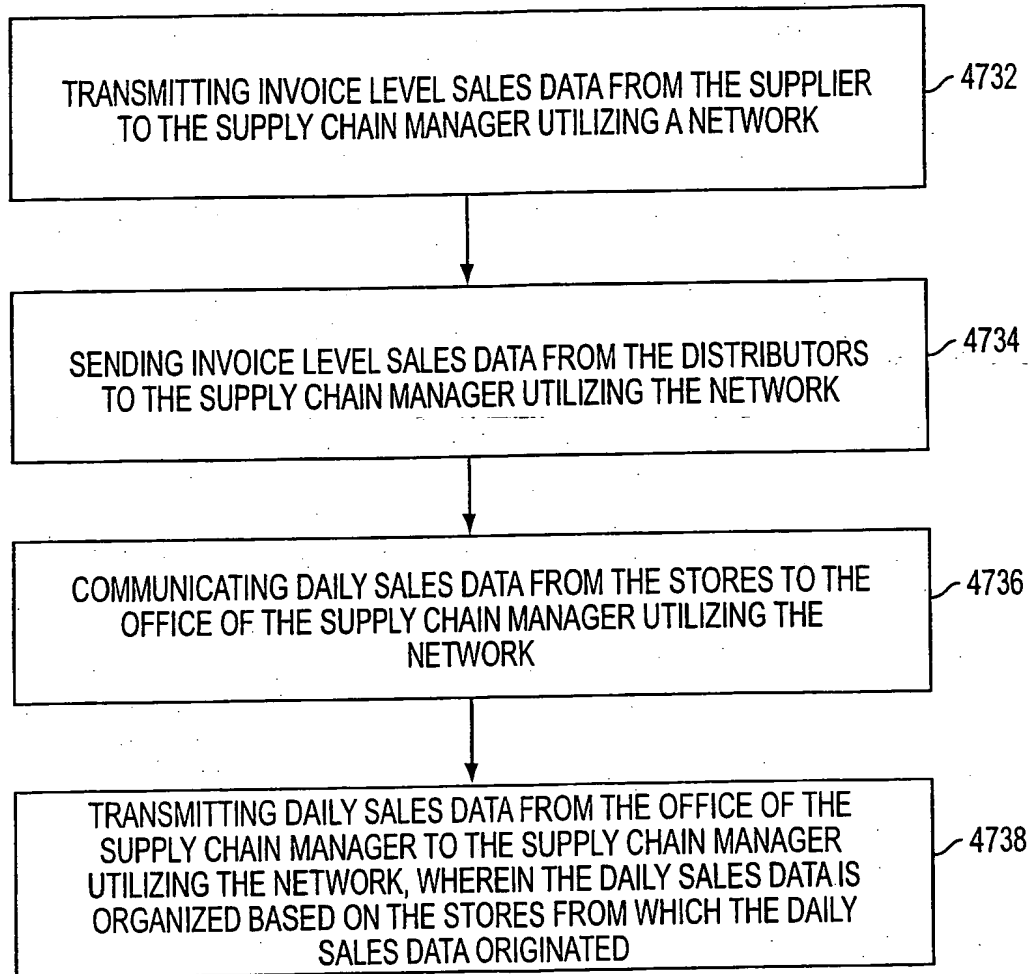


FIG. 47

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4830

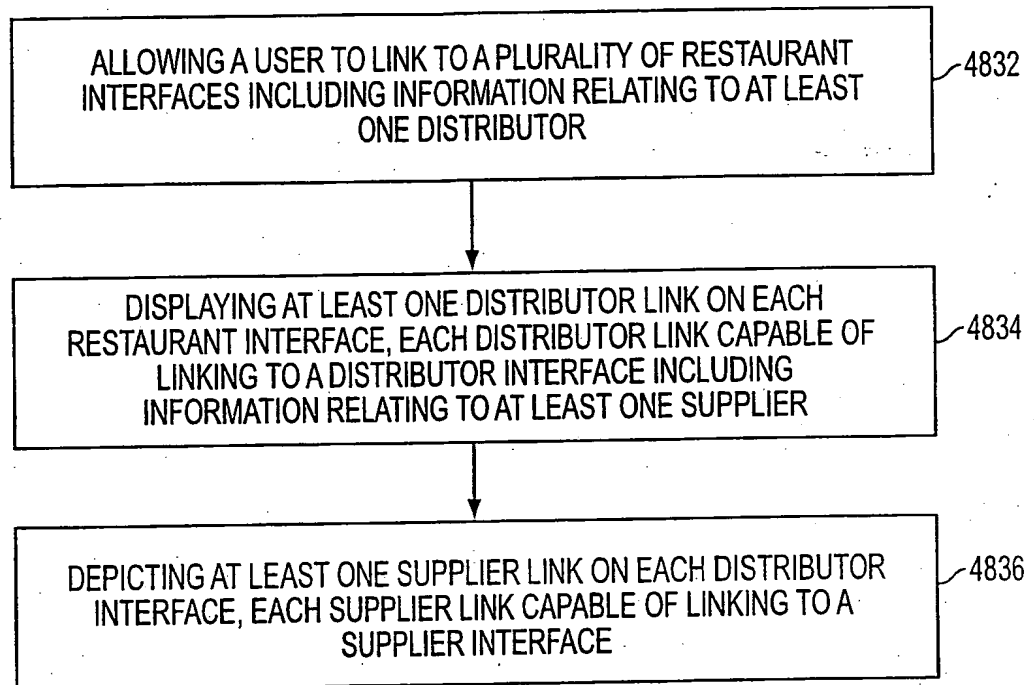


FIG. 48

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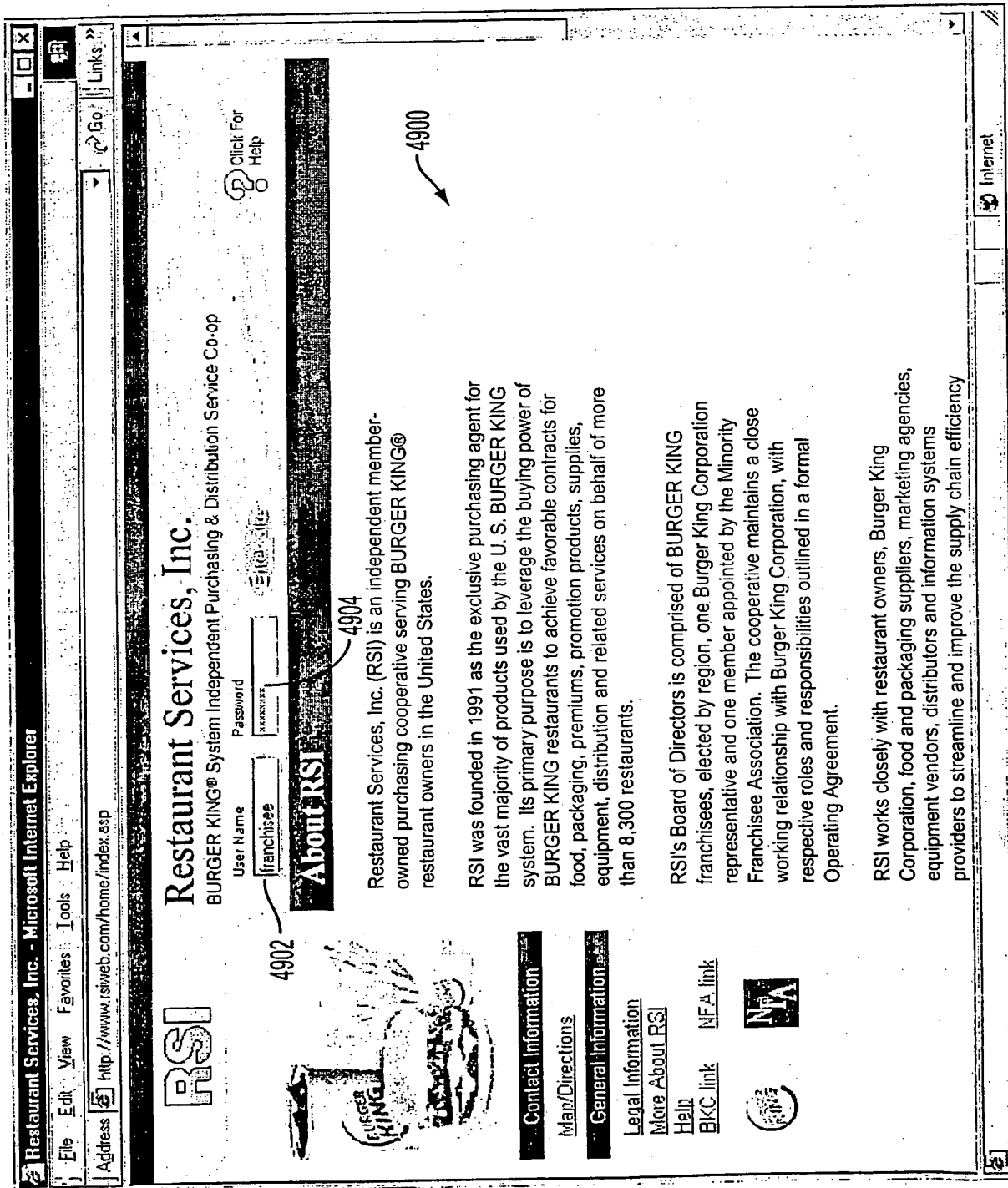


FIG. 49

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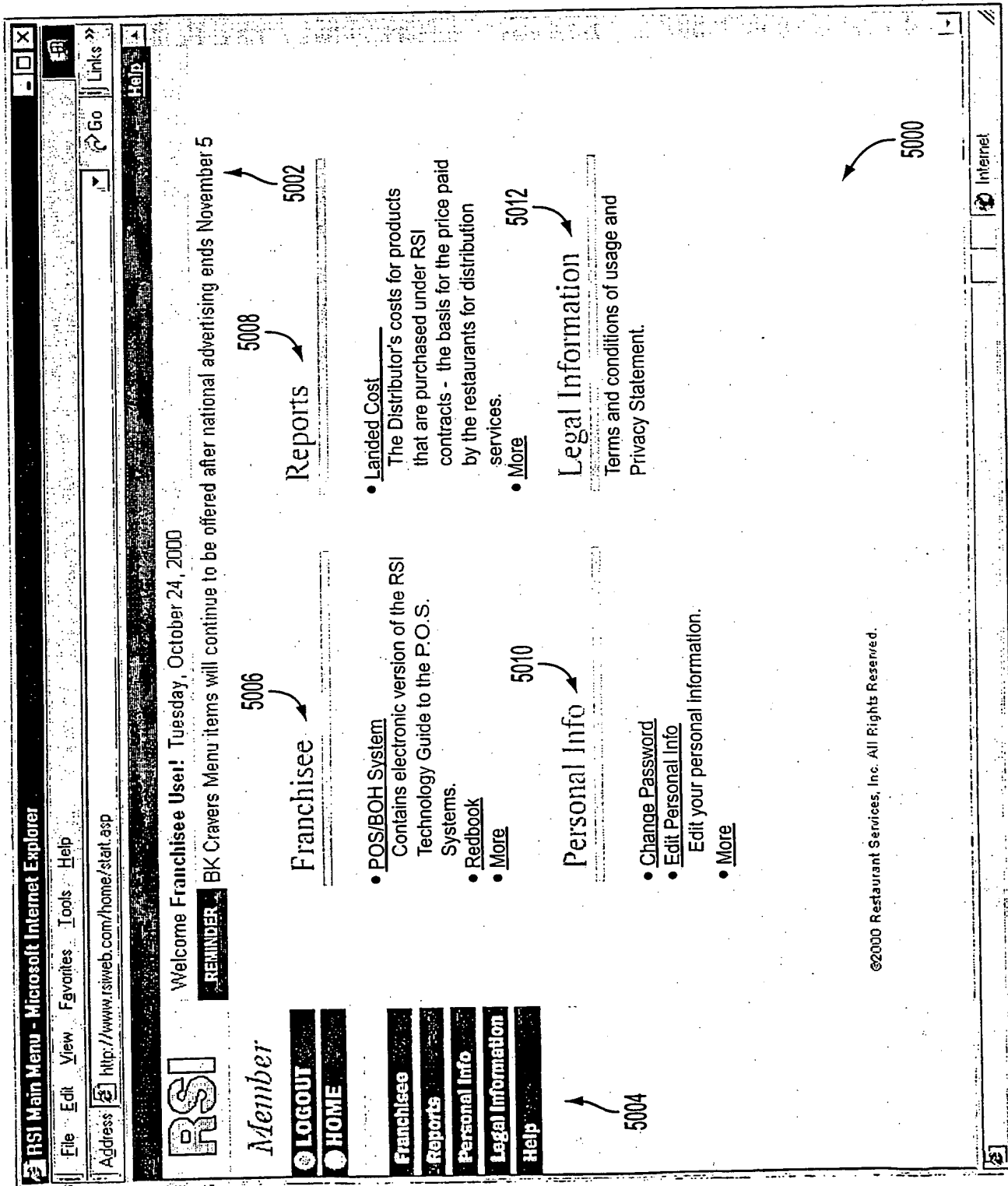


FIG. 50

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5130

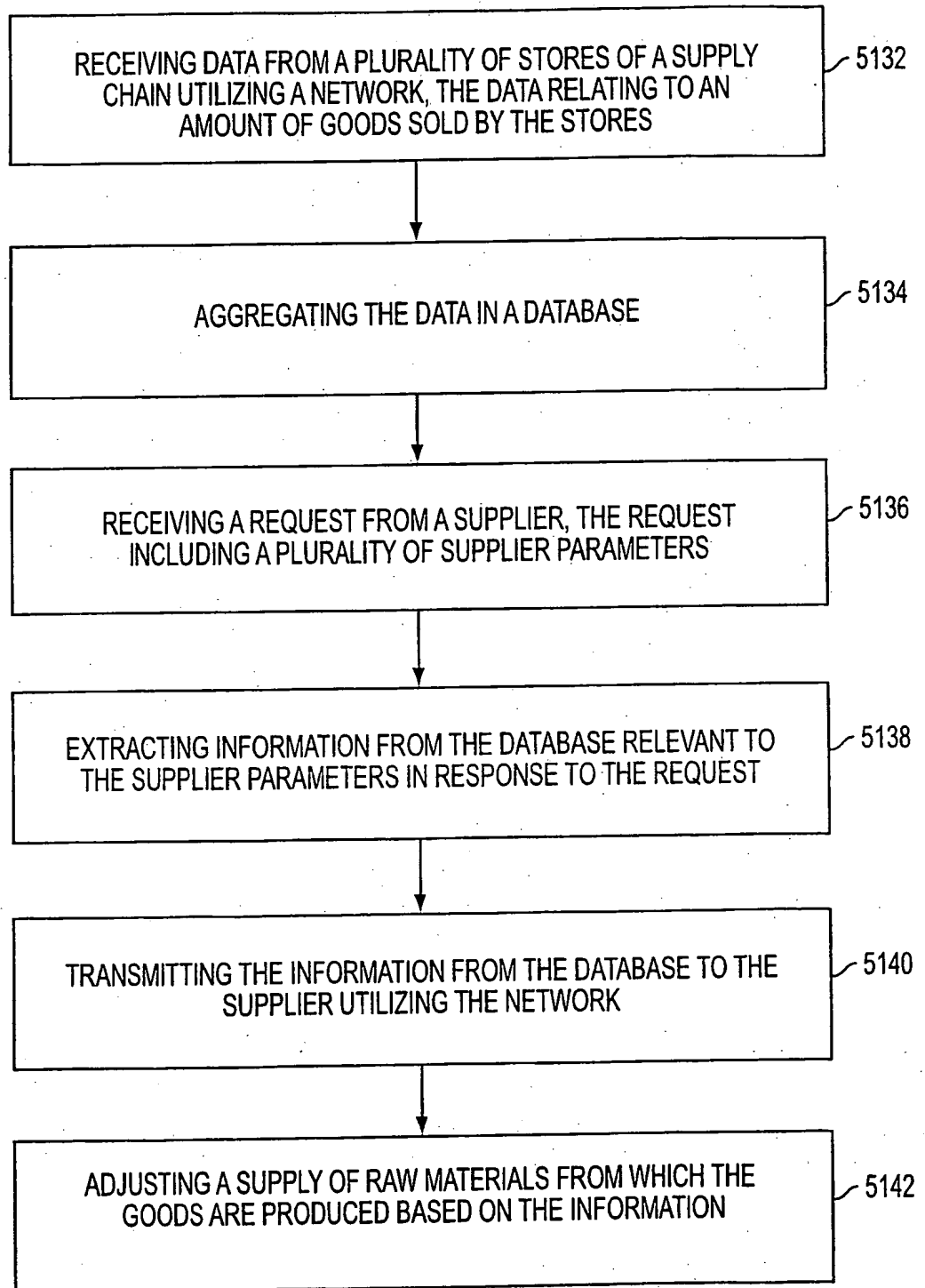


FIG. 51

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5230

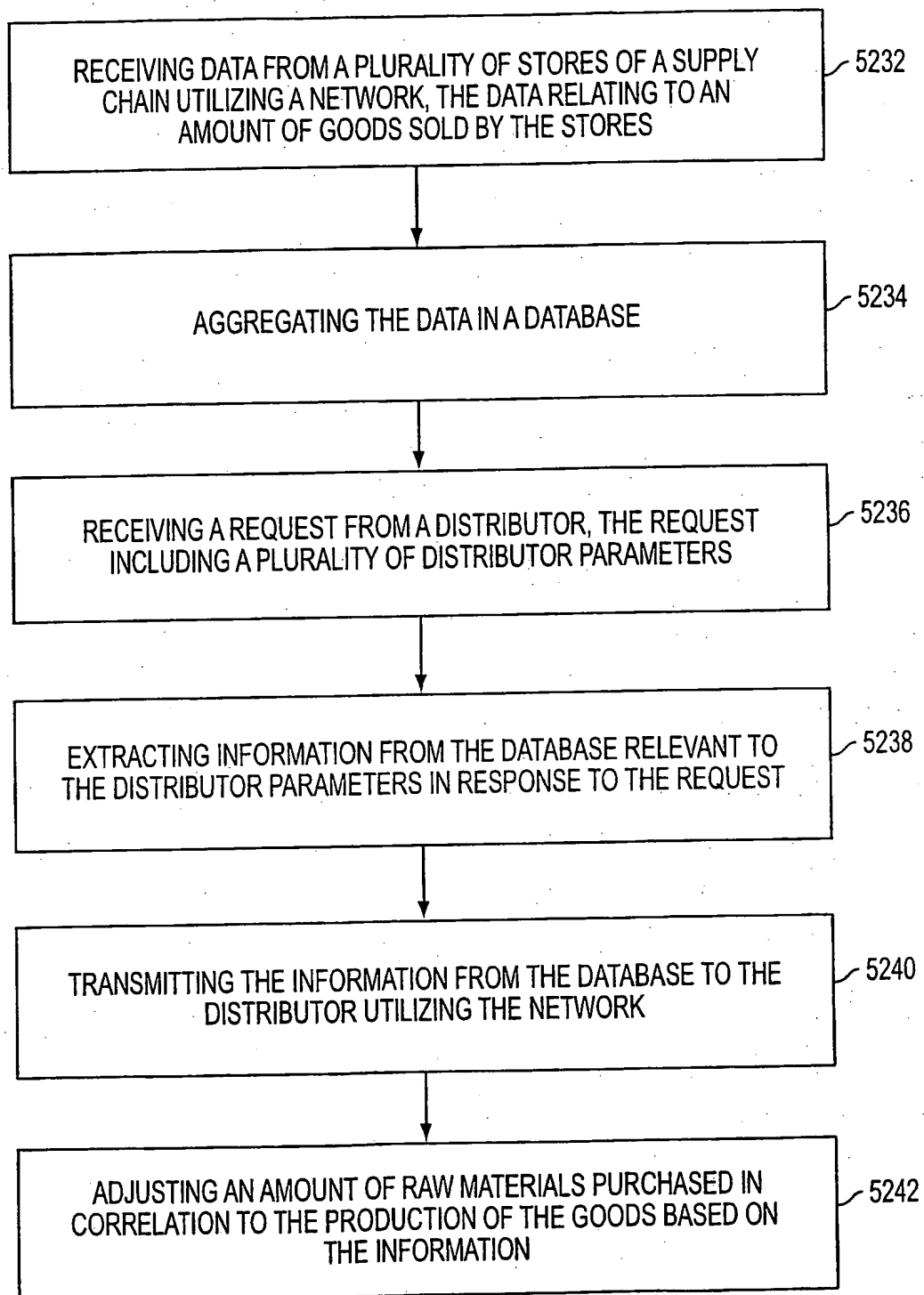
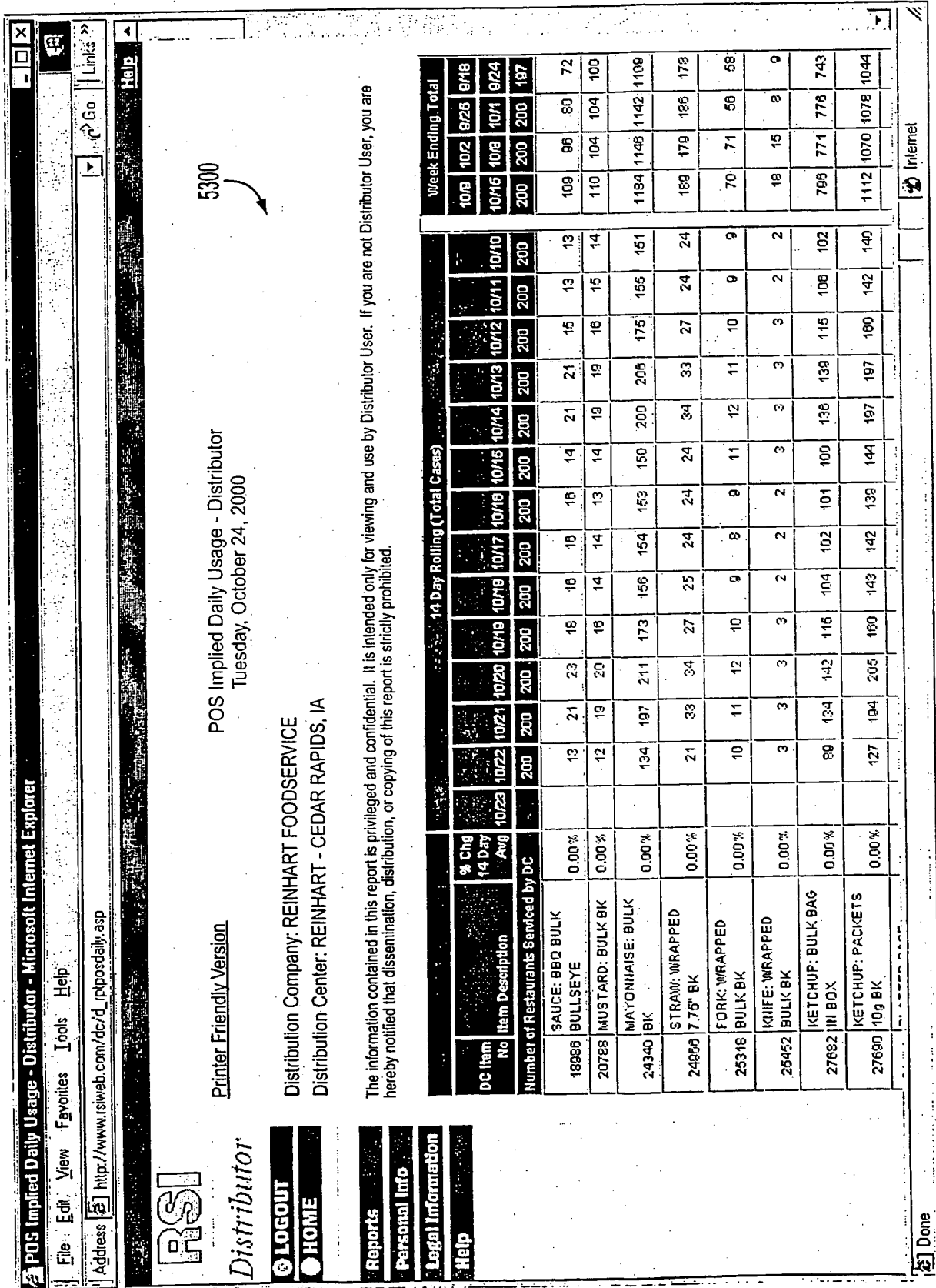


FIG. 52

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FIG. 53



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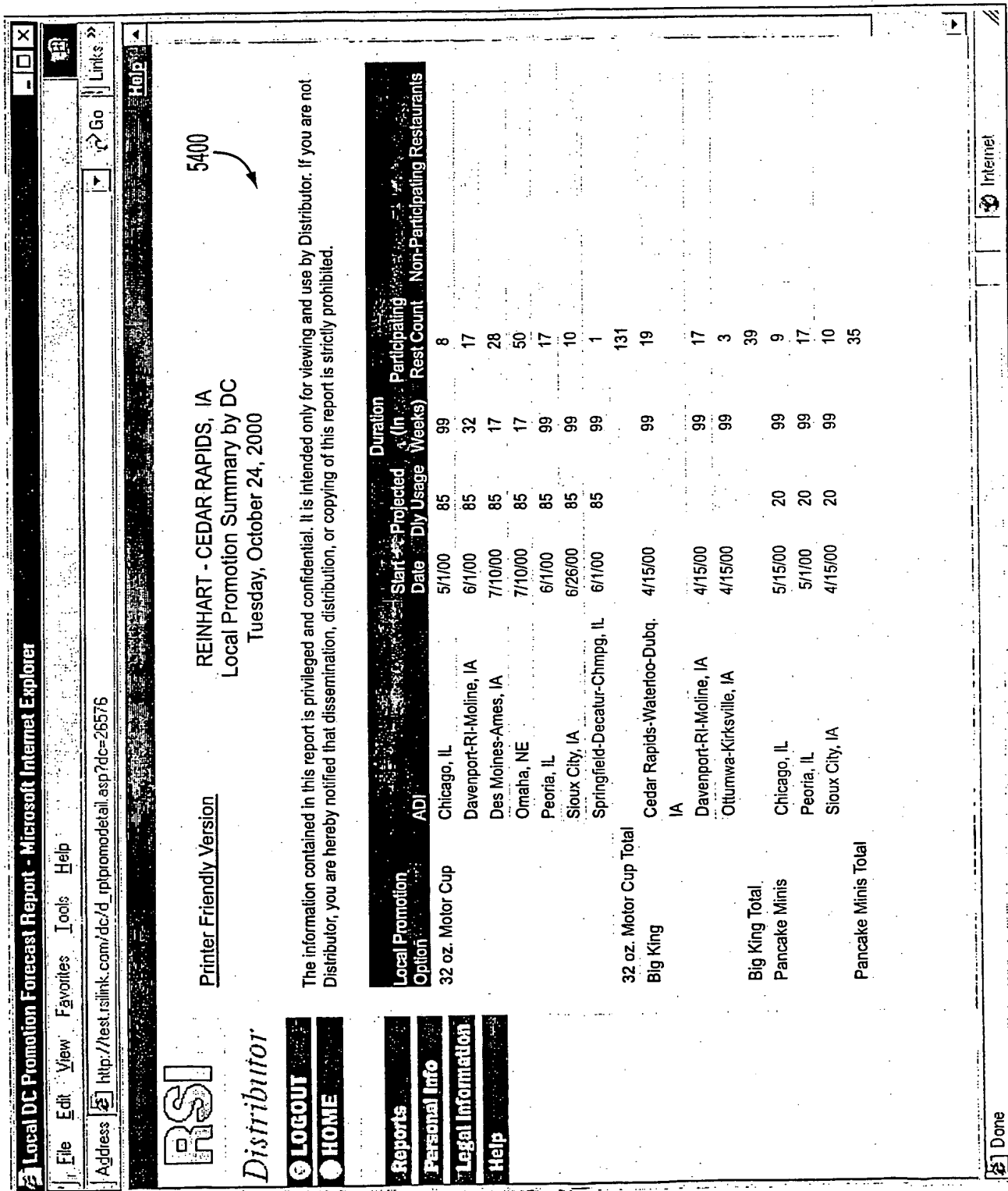


FIG. 54

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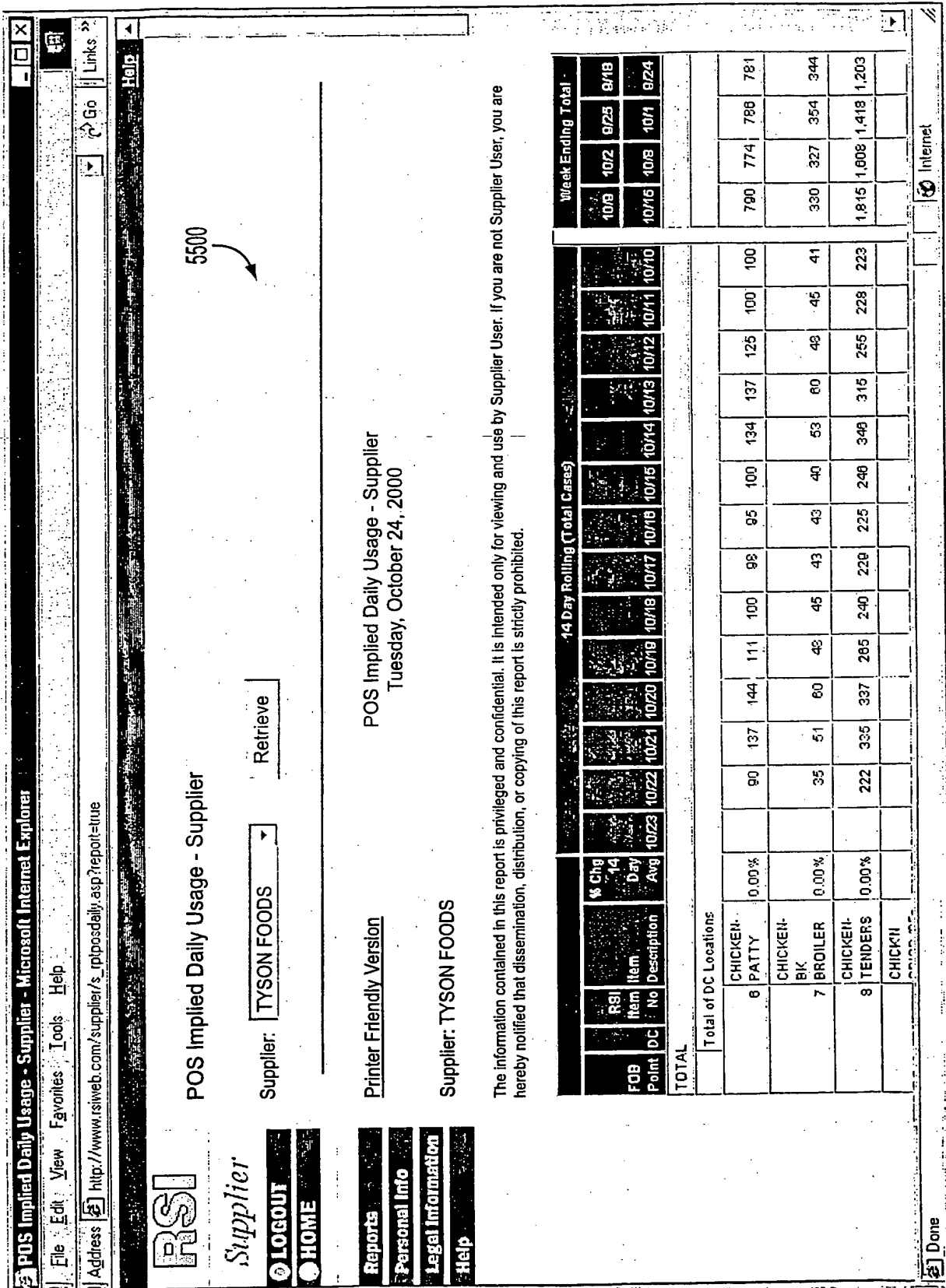


FIG. 55

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FIG. 56

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/Item/iplc.asp?report=true

Go Links

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

5600

Printer Friendly Version

Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Report Contact: Robert Harris

Restaurant Number: 0003473

Contact Number: 305-529-3409

Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done

Internet

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5730

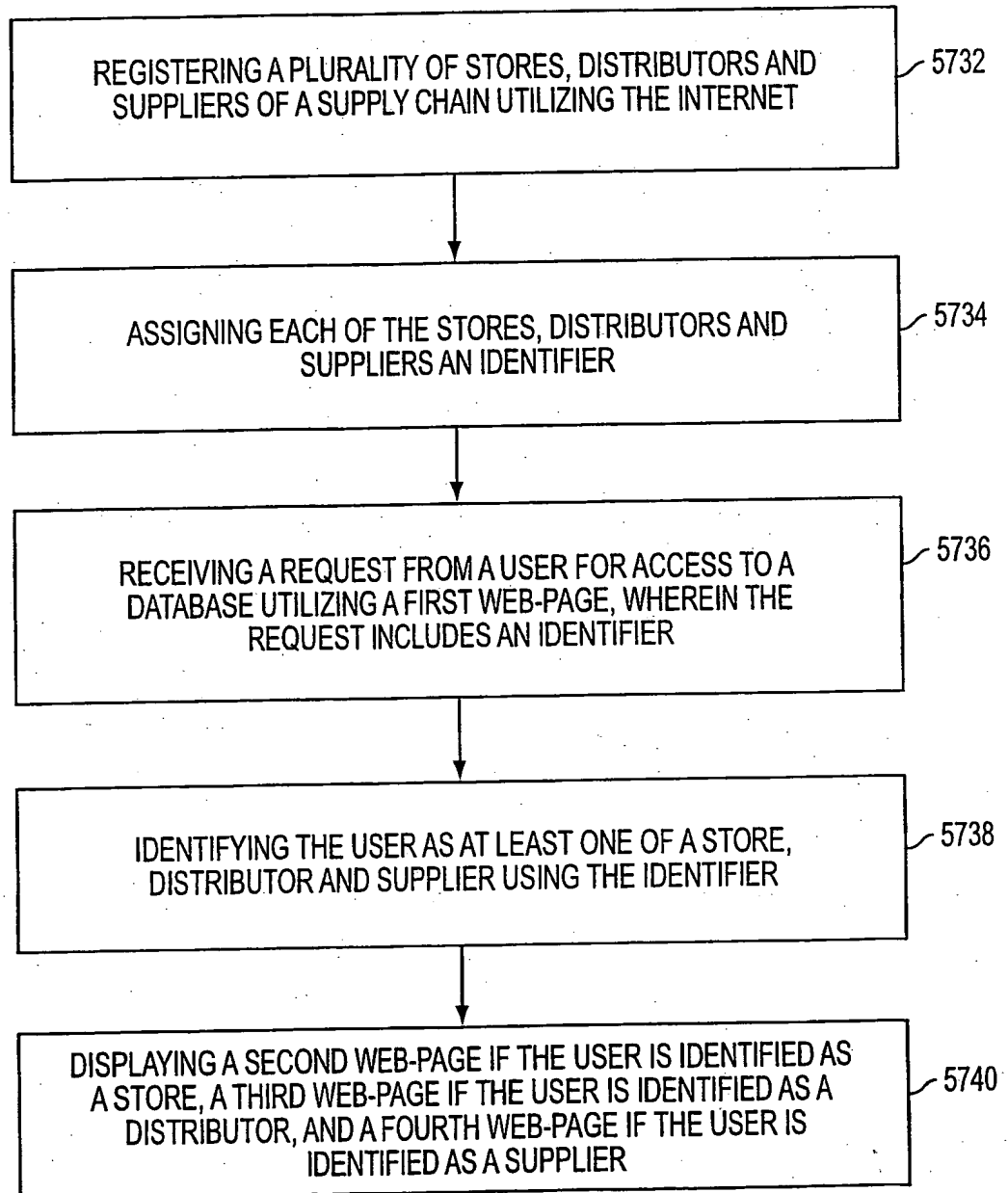


FIG. 57

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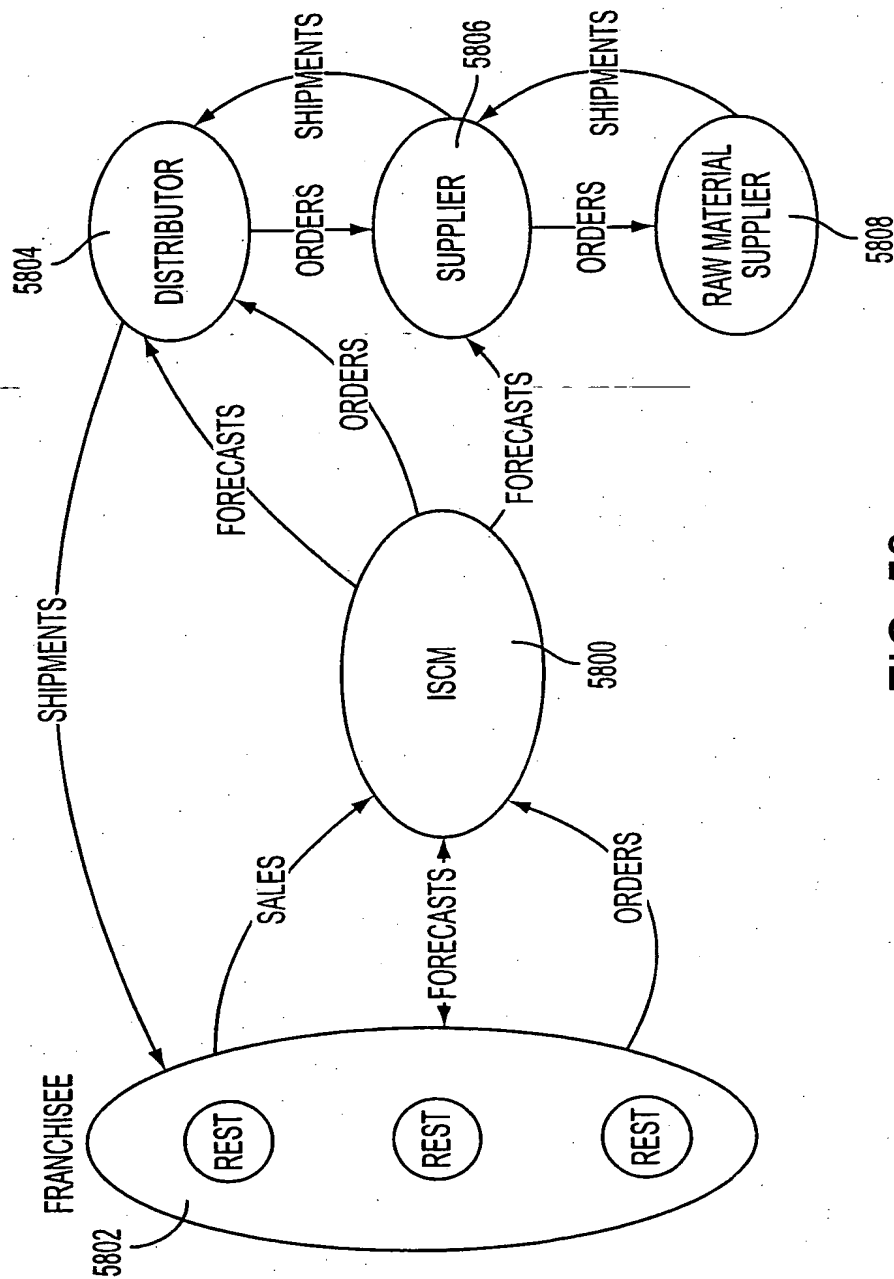


FIG. 58

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5930

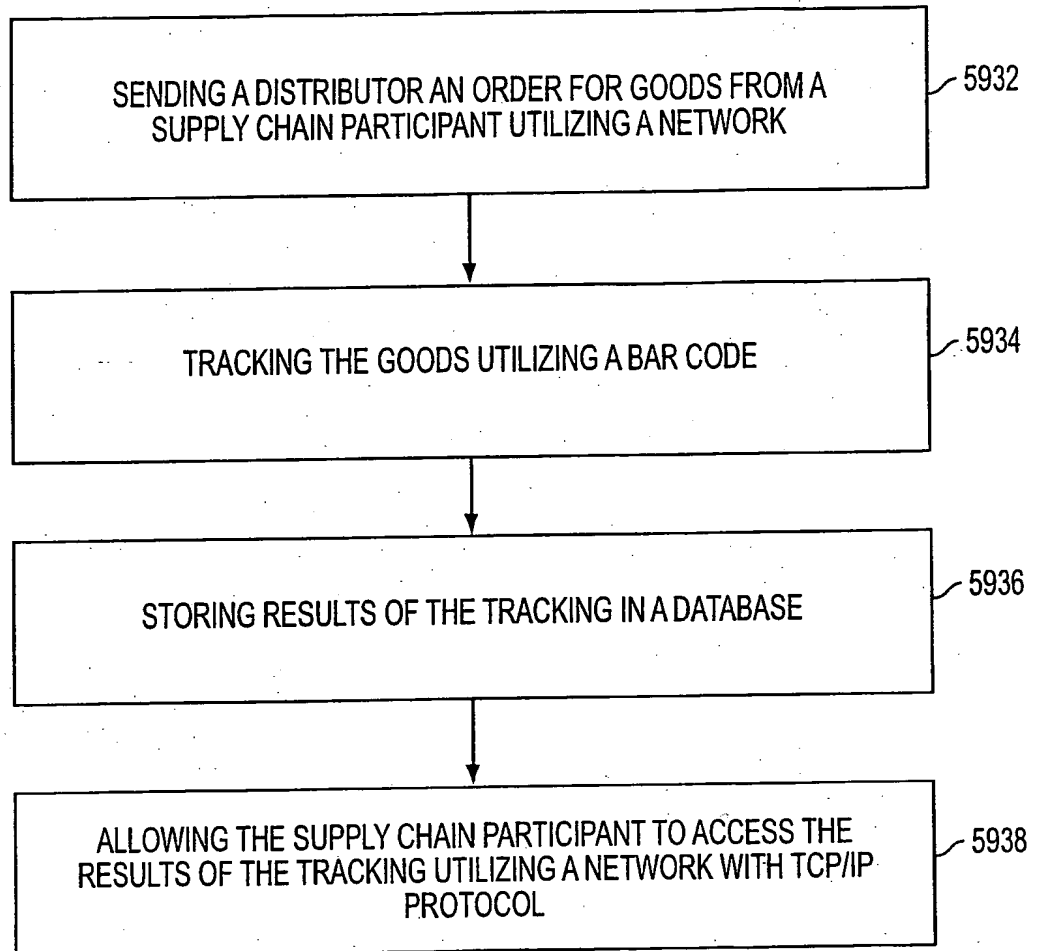


FIG. 59

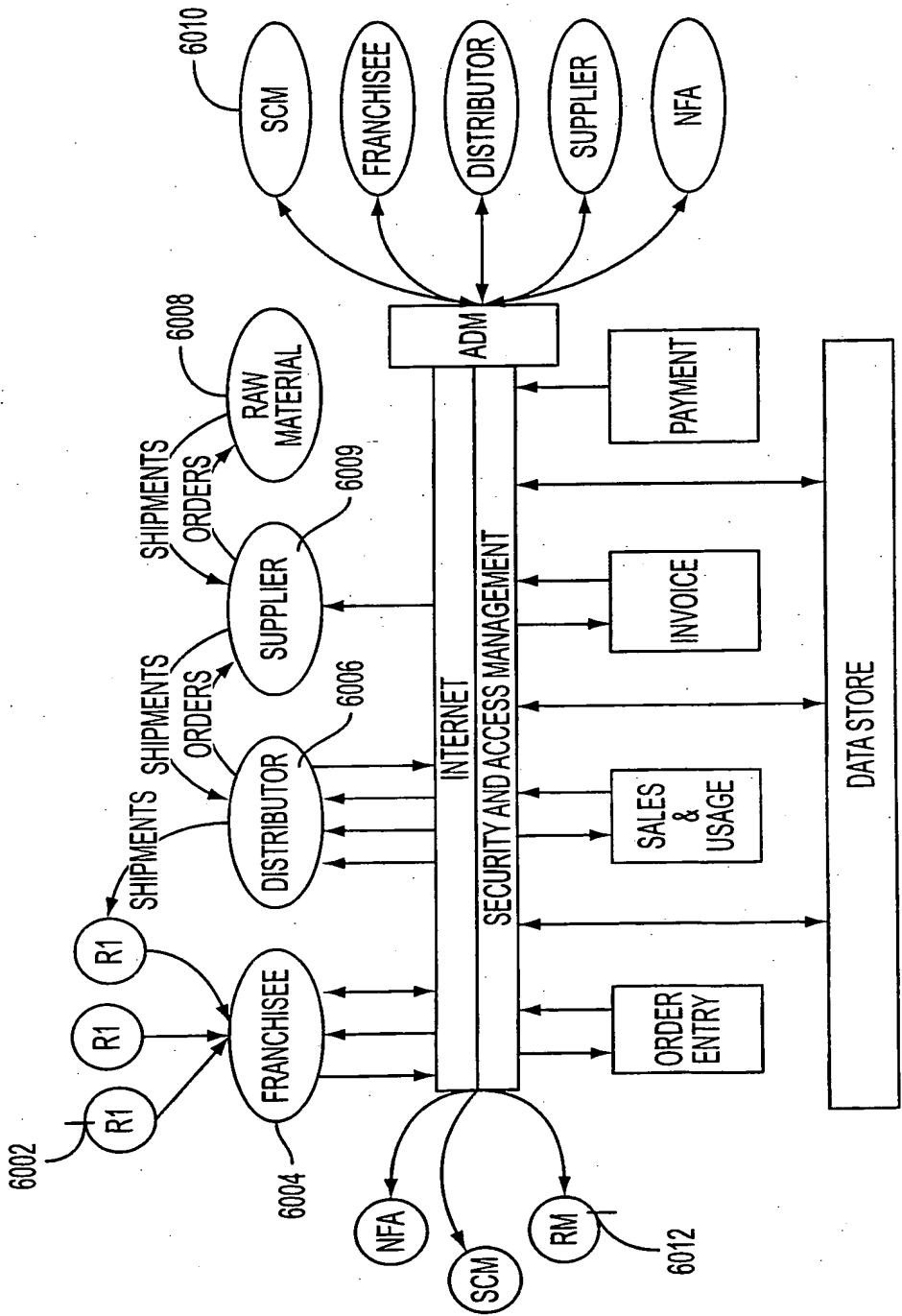


FIG. 60

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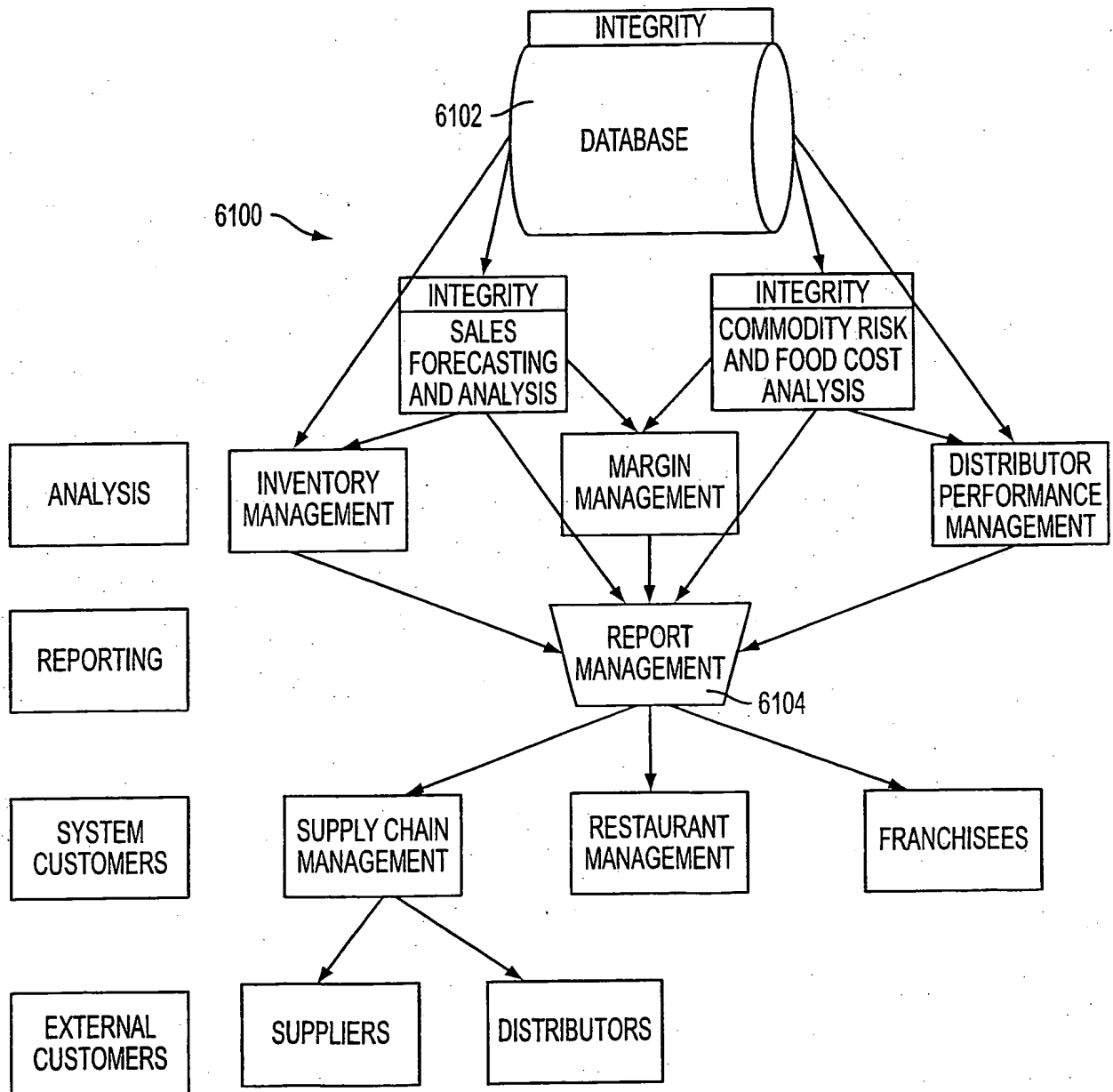


FIG. 61

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6230

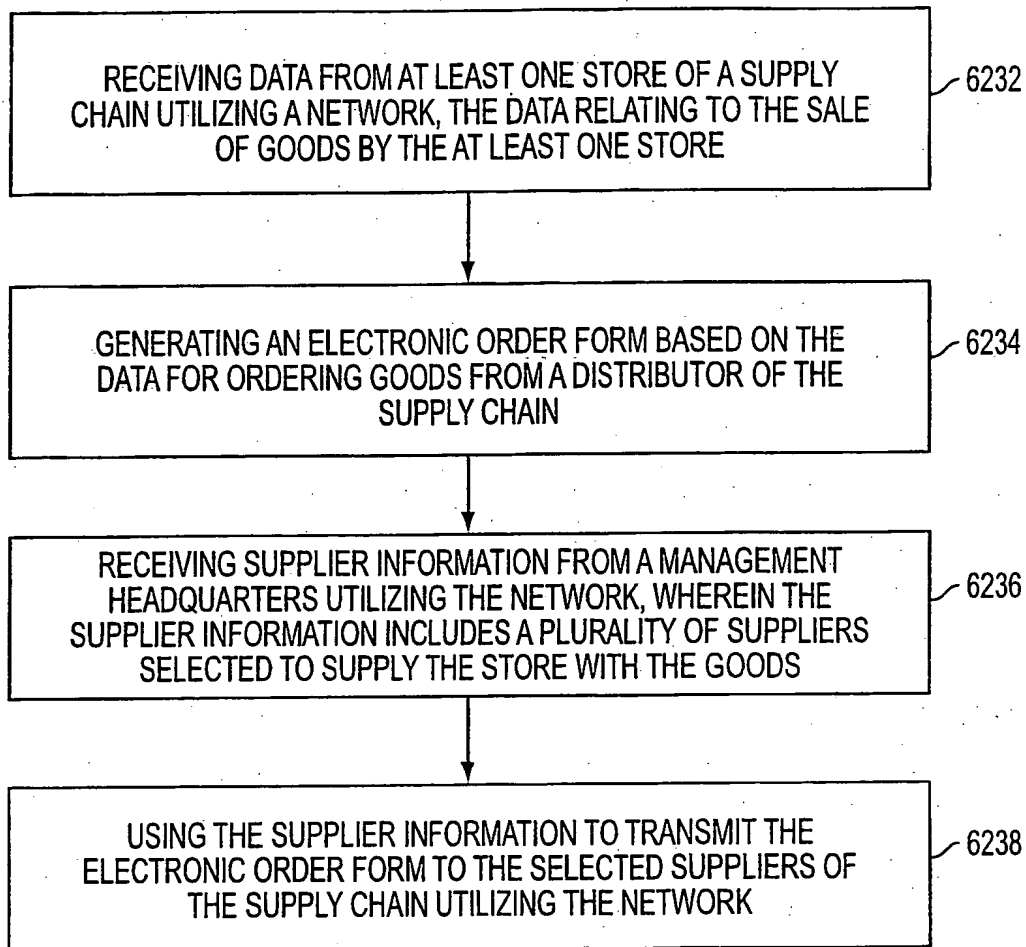


FIG. 62

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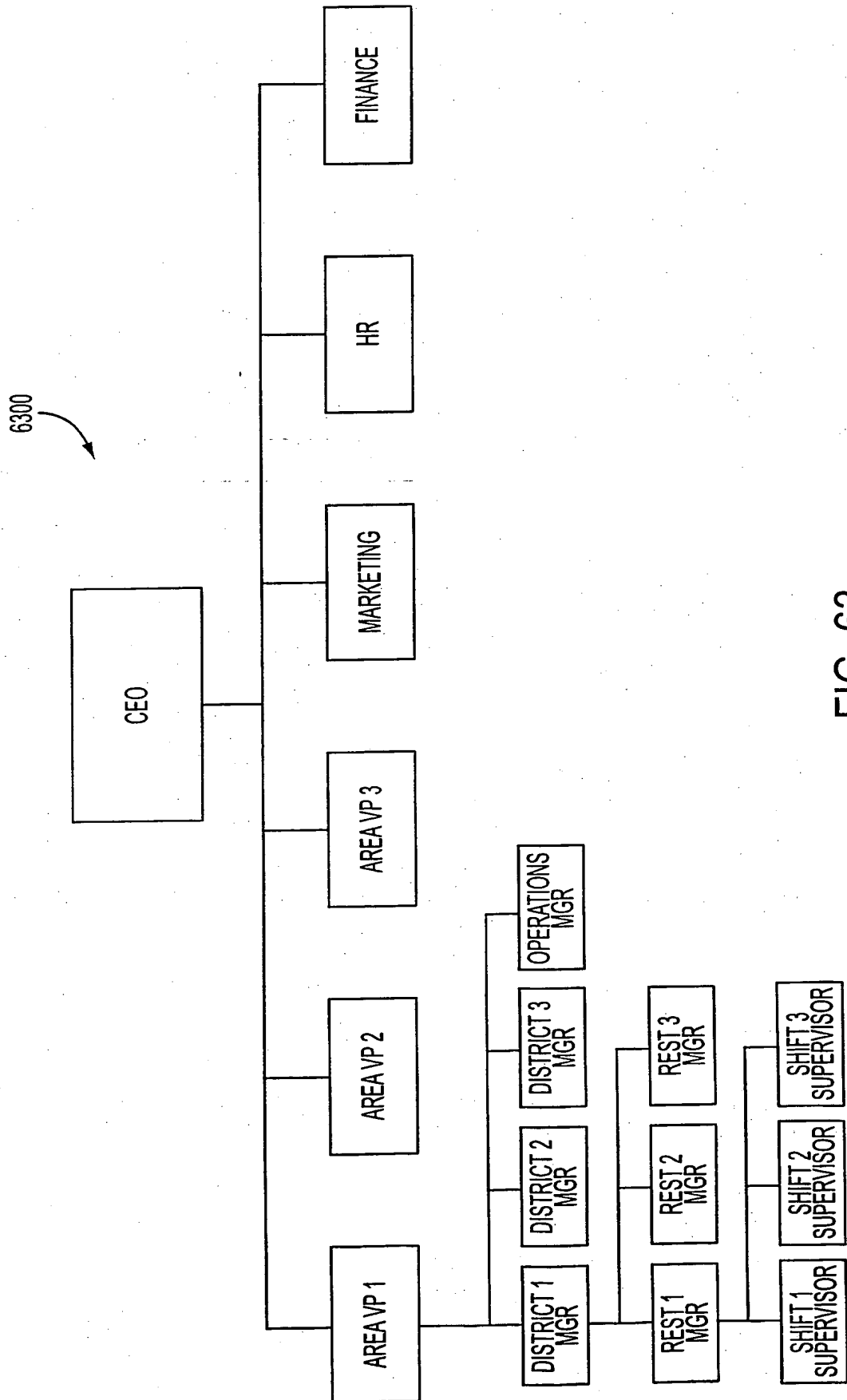


FIG. 63

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6430

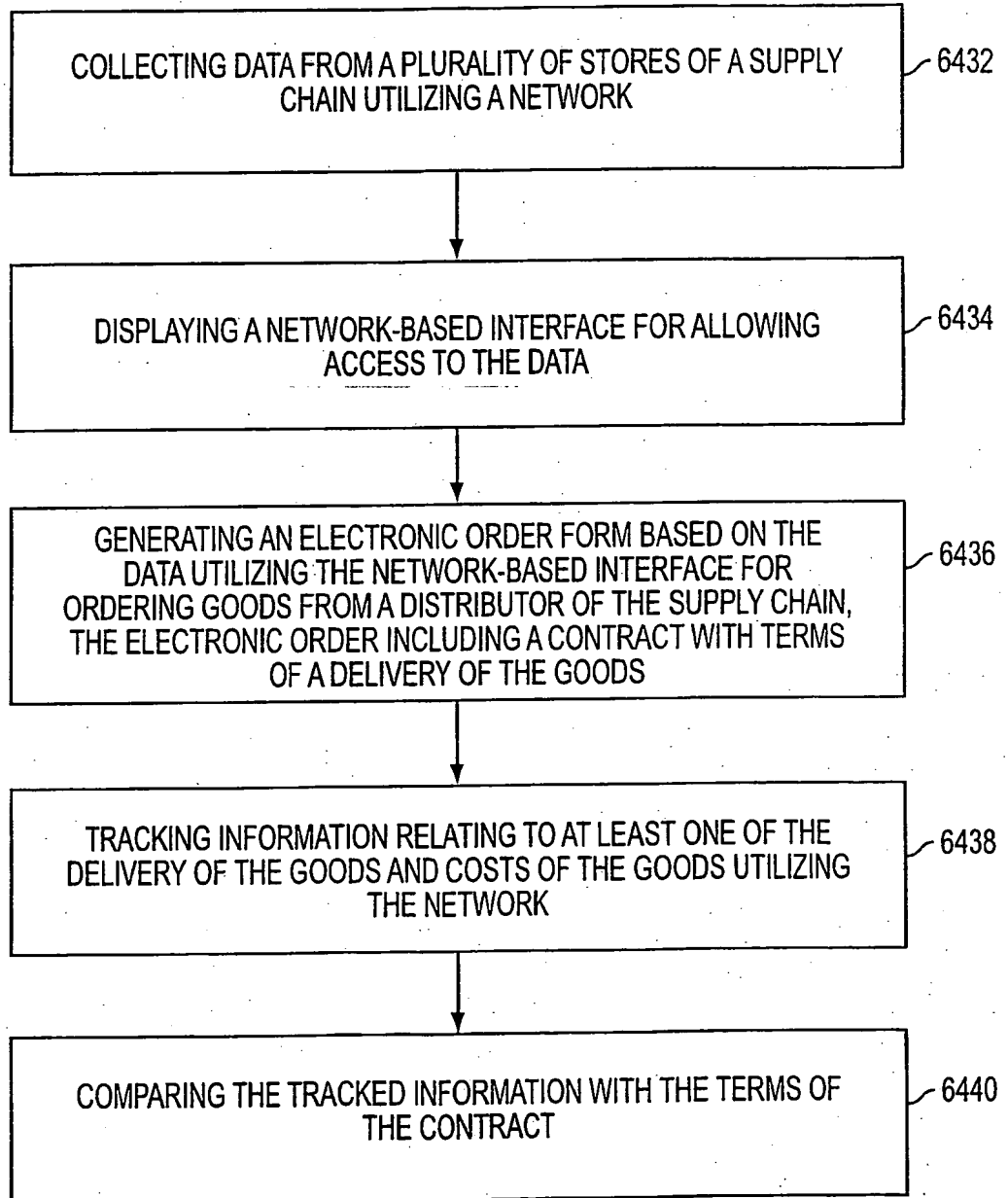


FIG. 64

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6530

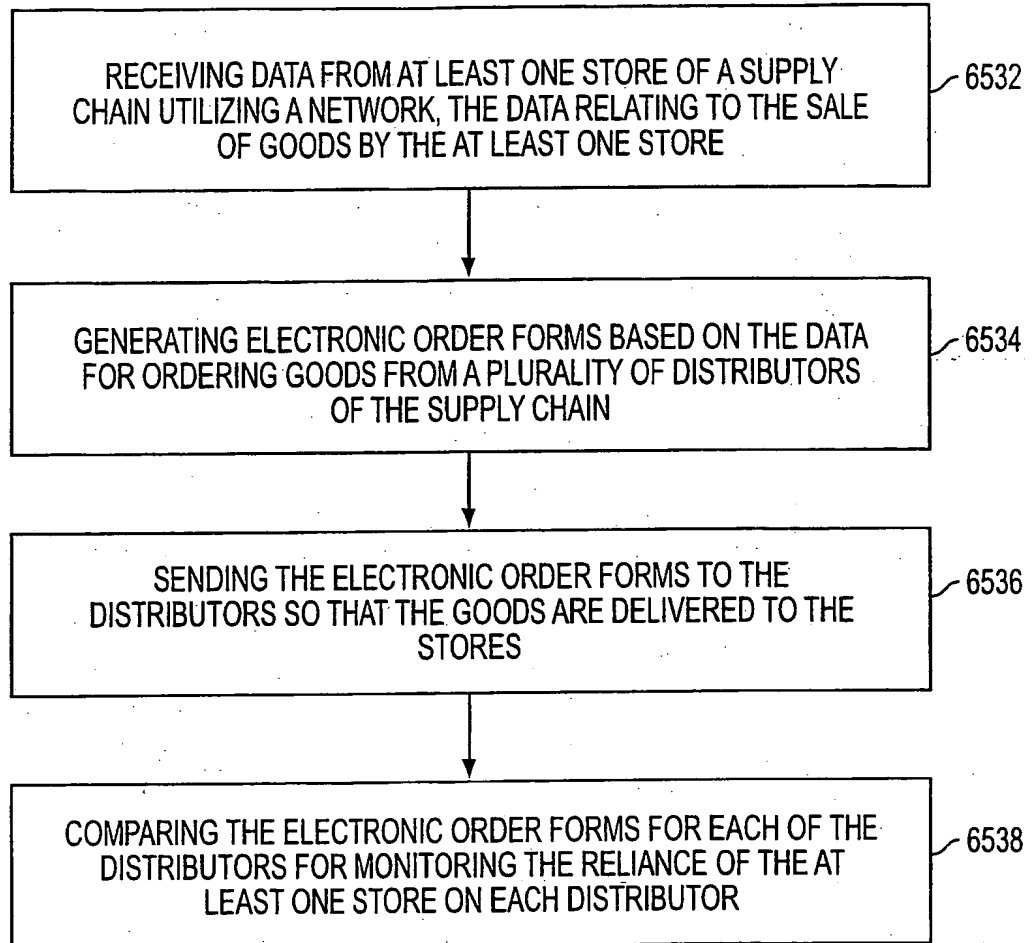


FIG. 65

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6630
↙

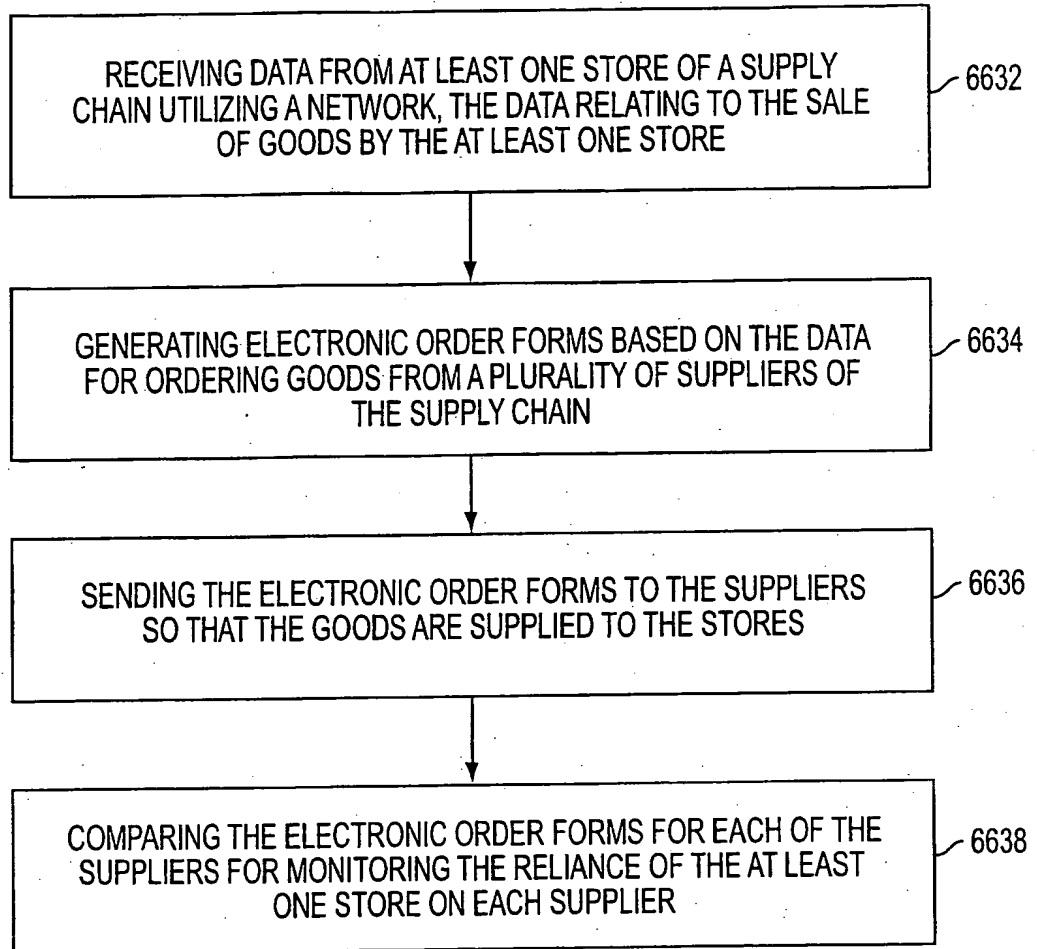


FIG. 66

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6730

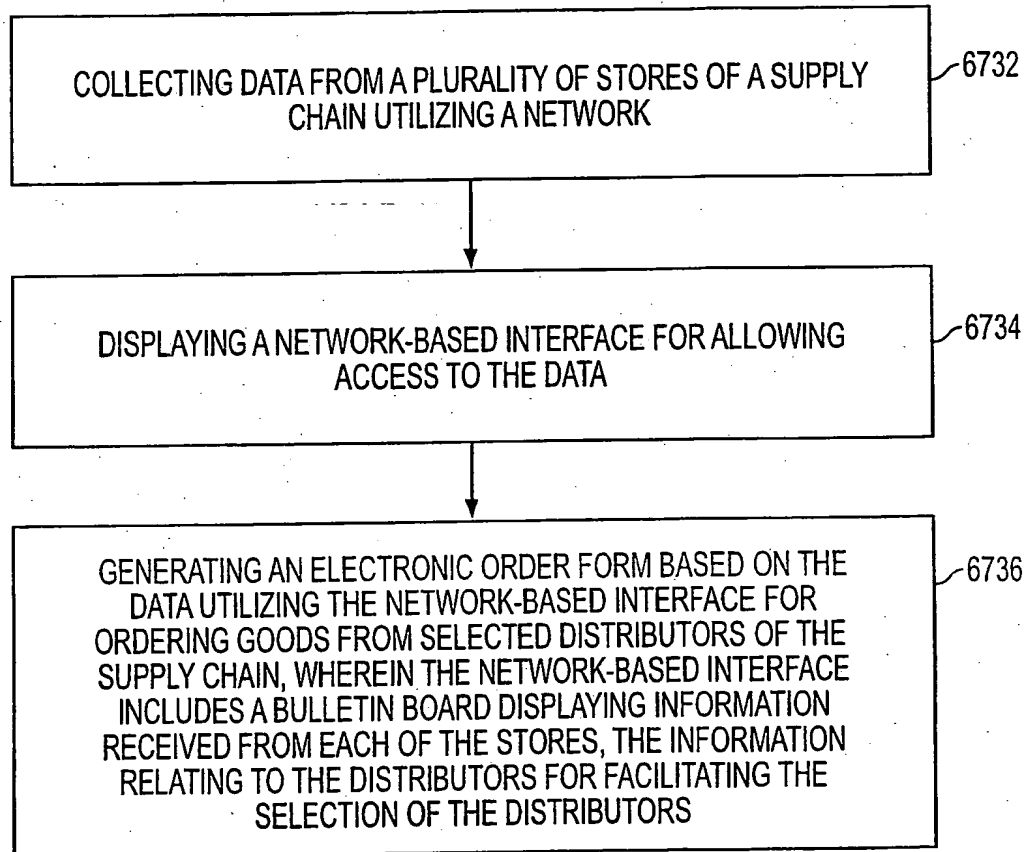


FIG. 67

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6830

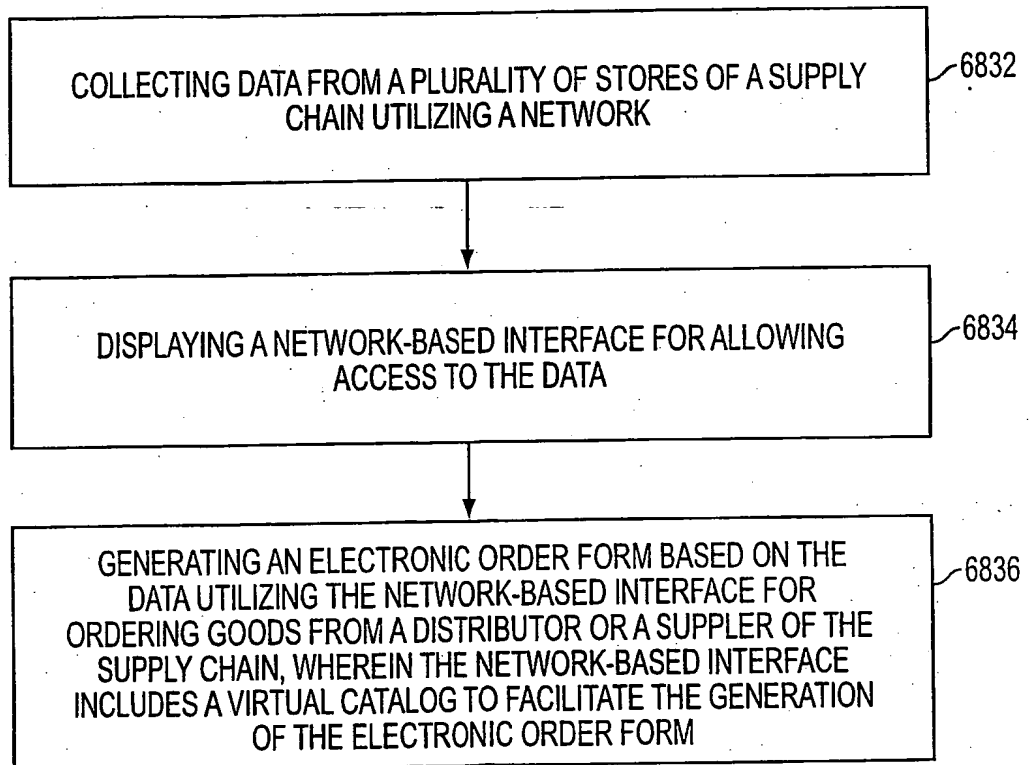


FIG. 68

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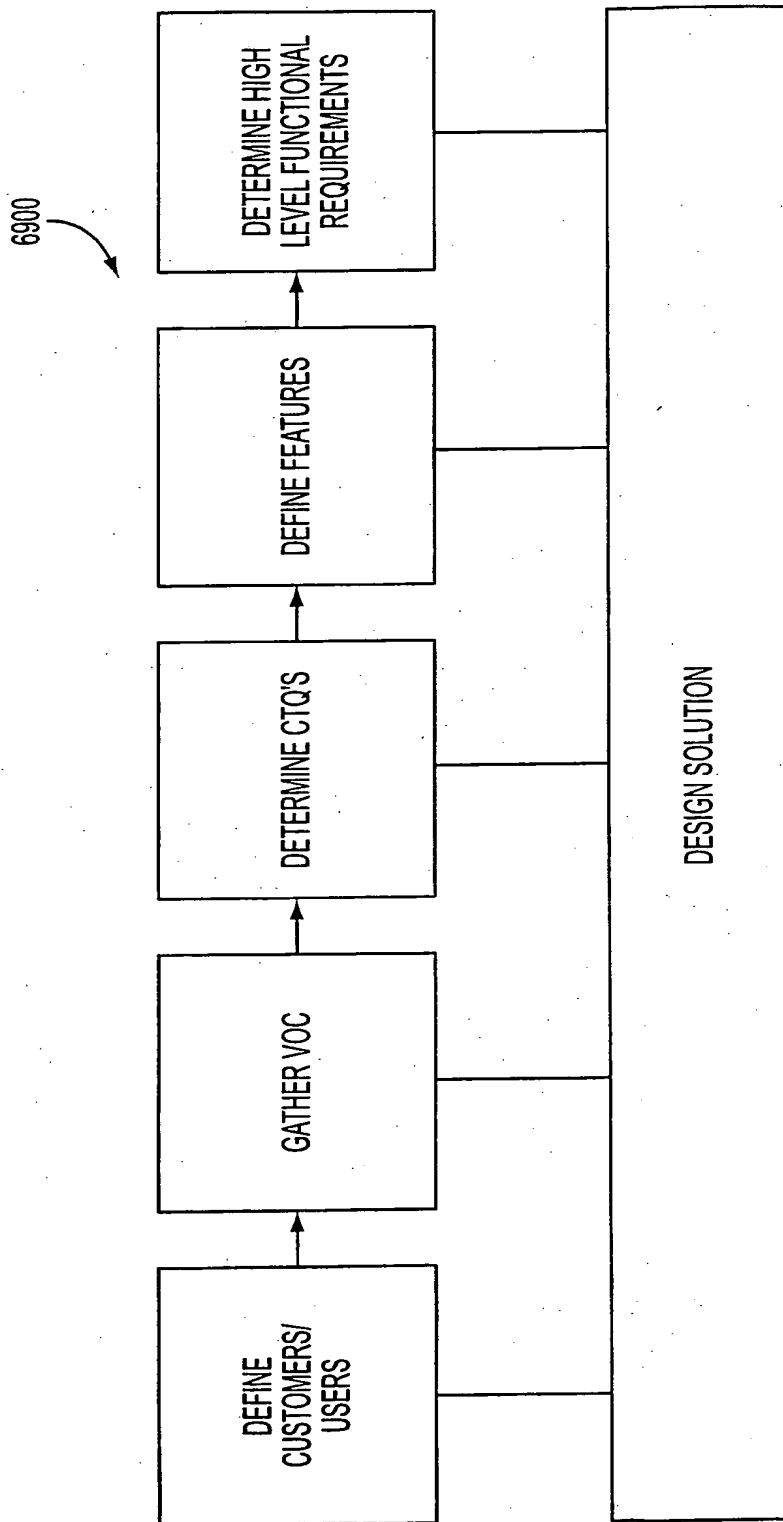


FIG. 69

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7030

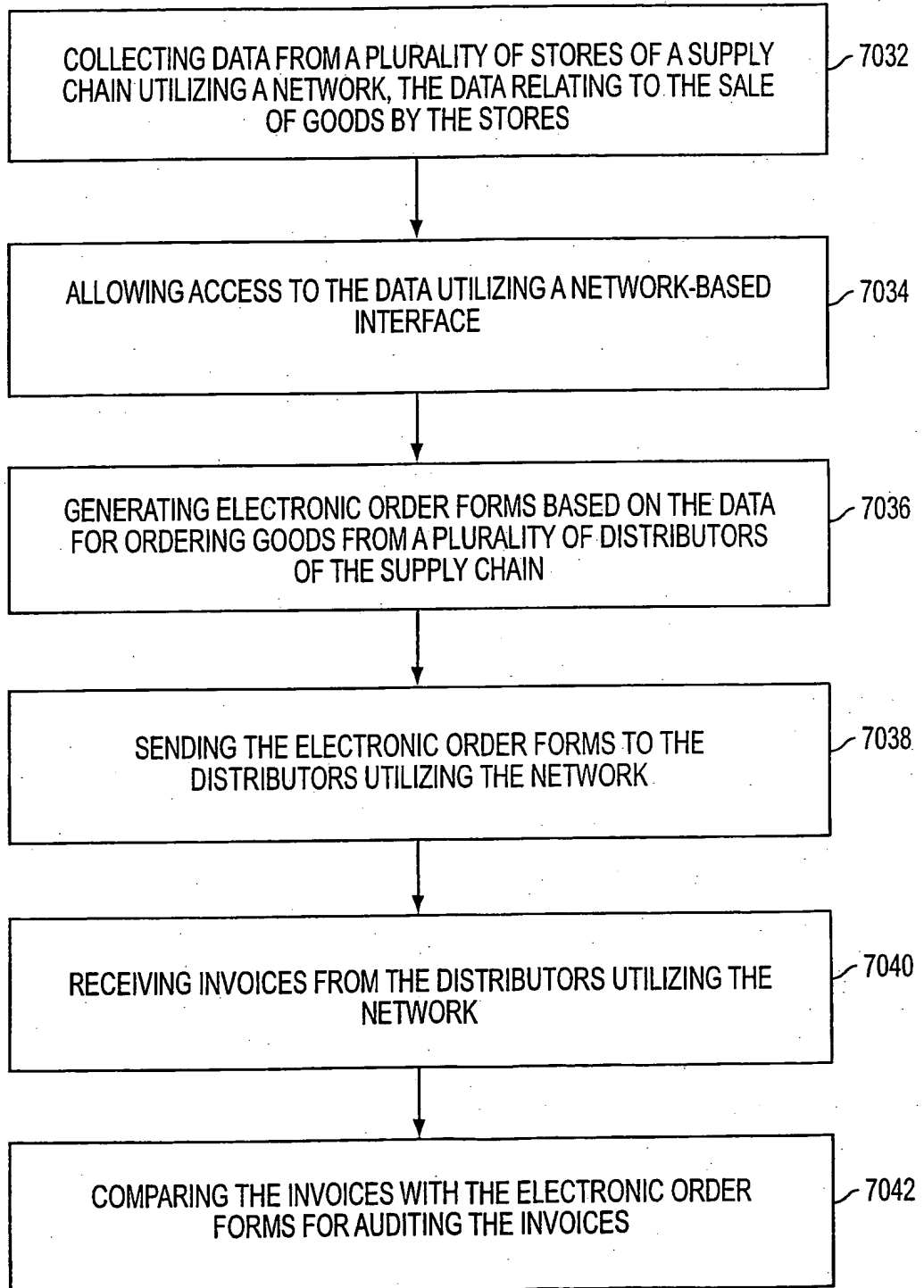


FIG. 70

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7130
↙

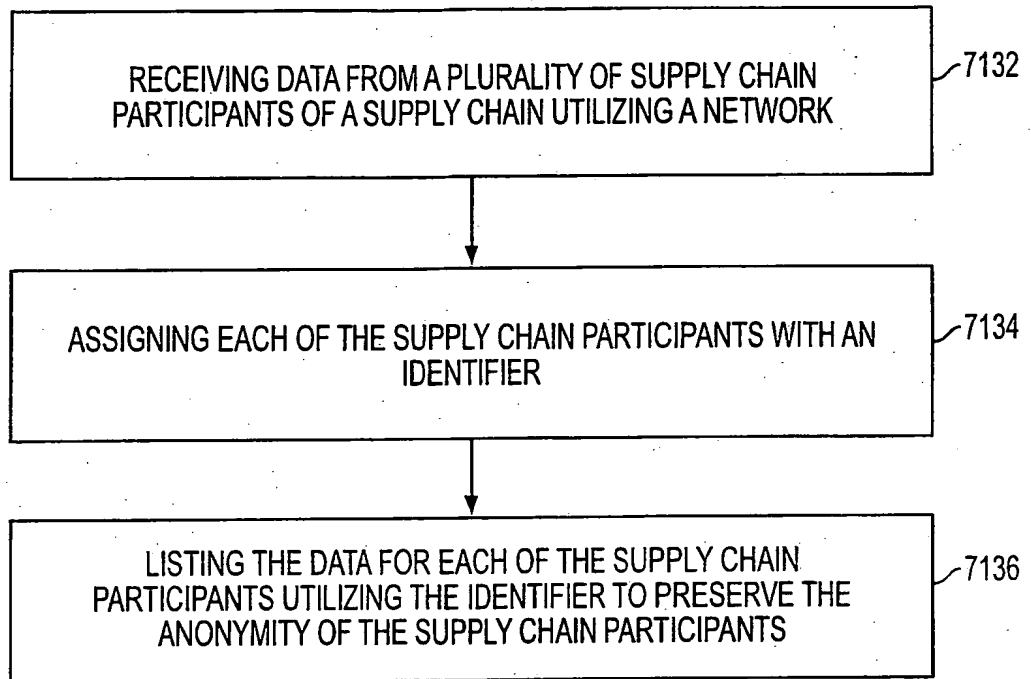


FIG. 71

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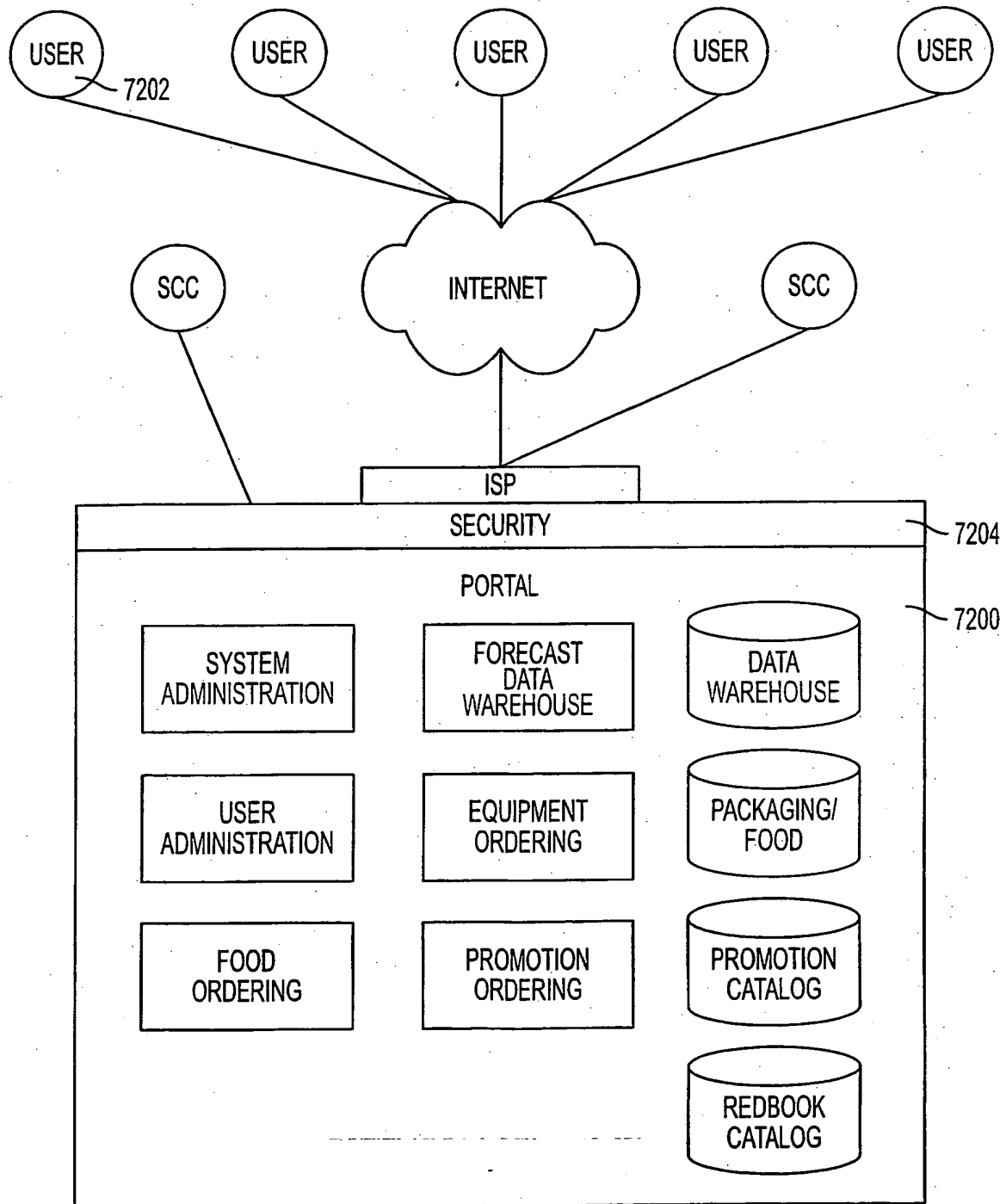


FIG. 72

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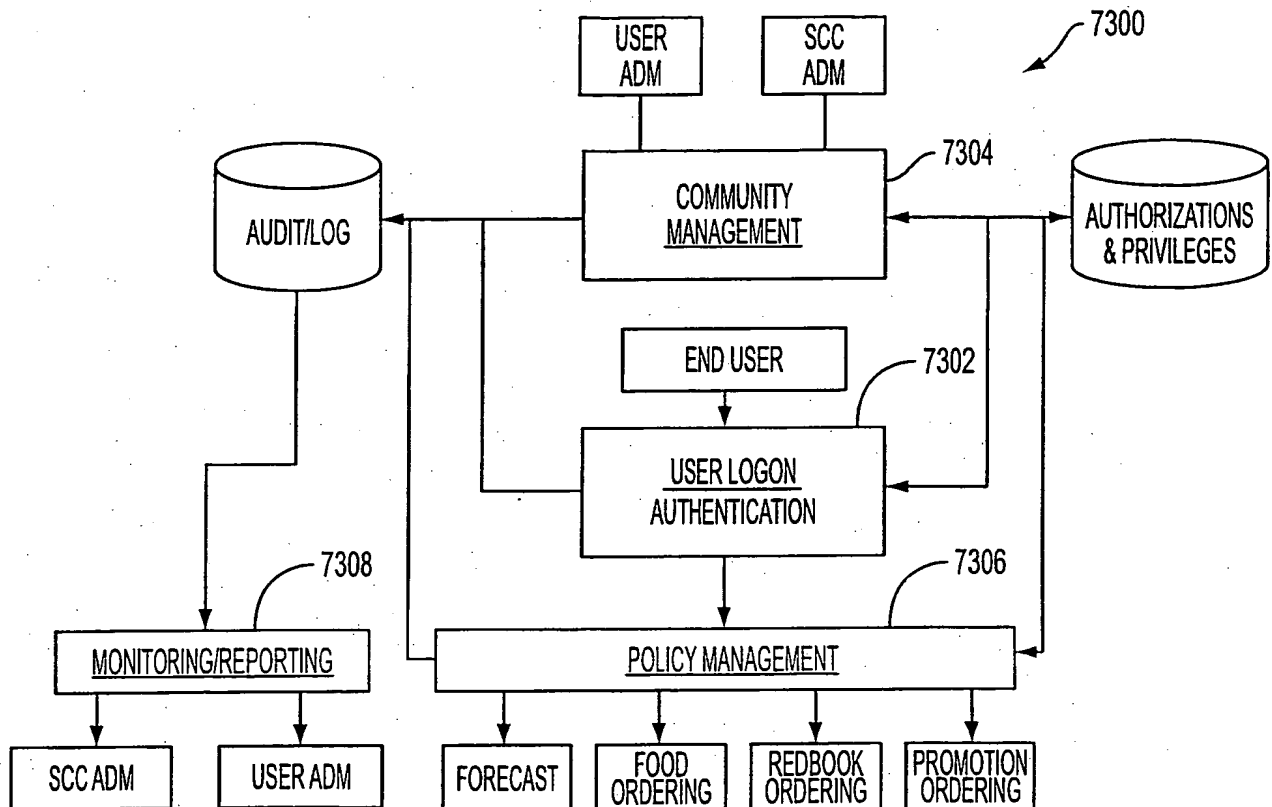


FIG. 73

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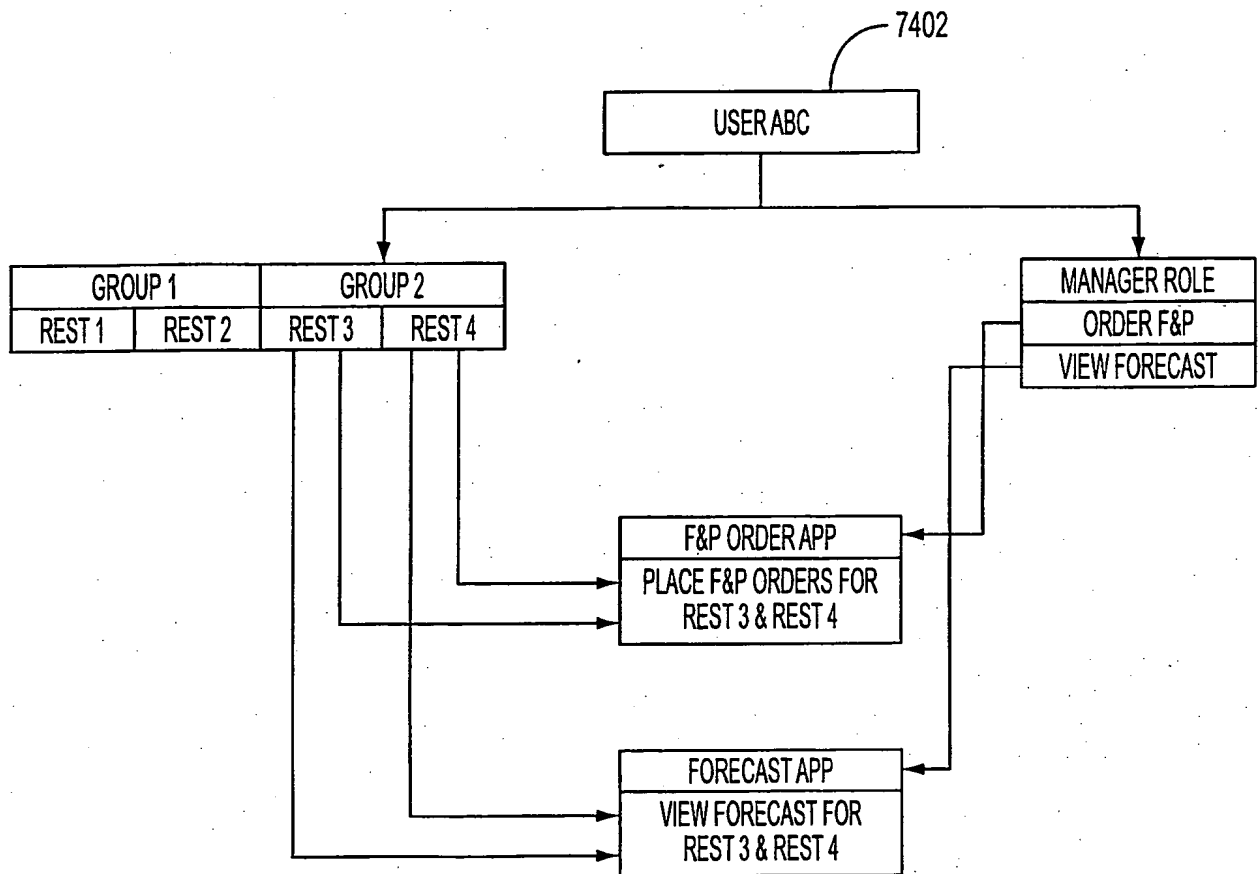


FIG. 74

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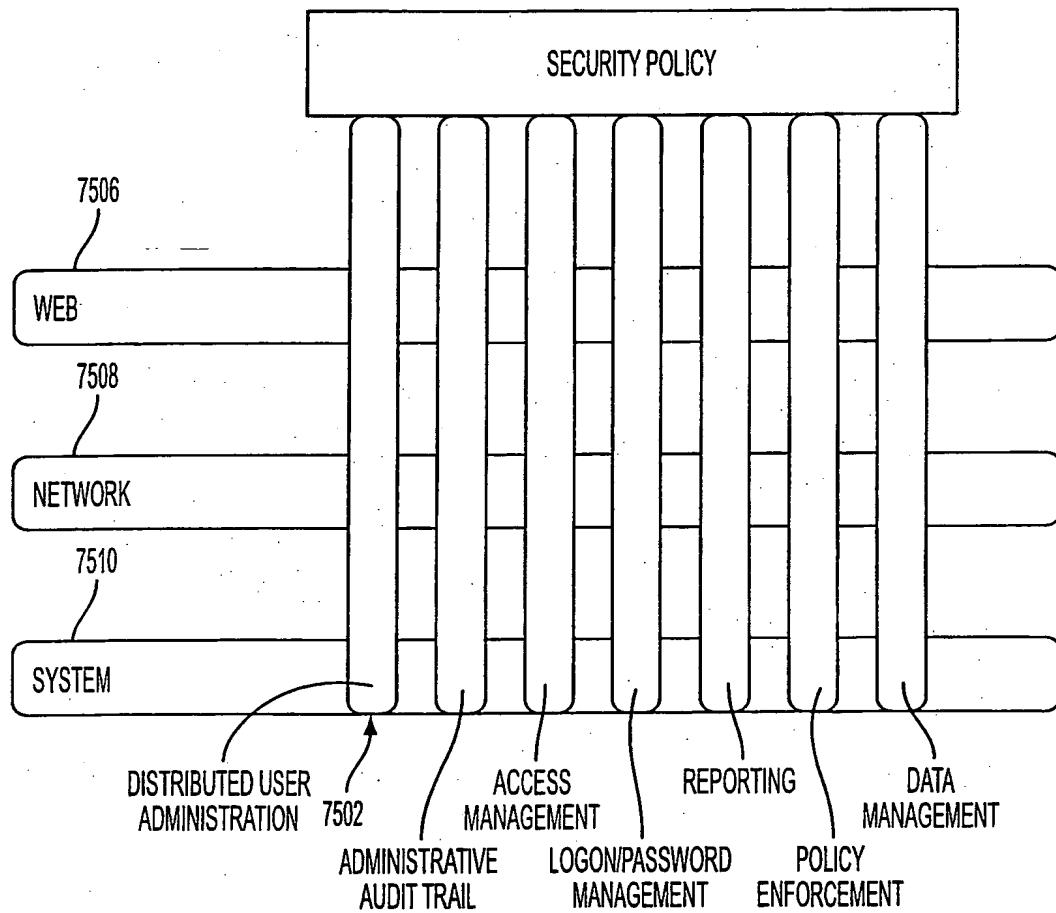


FIG. 75

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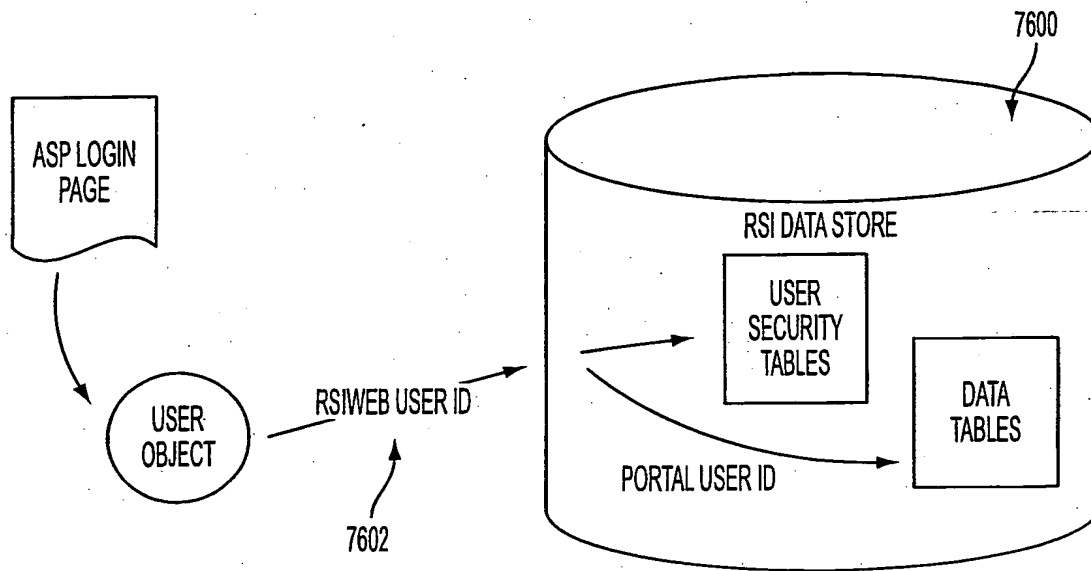


FIG. 76

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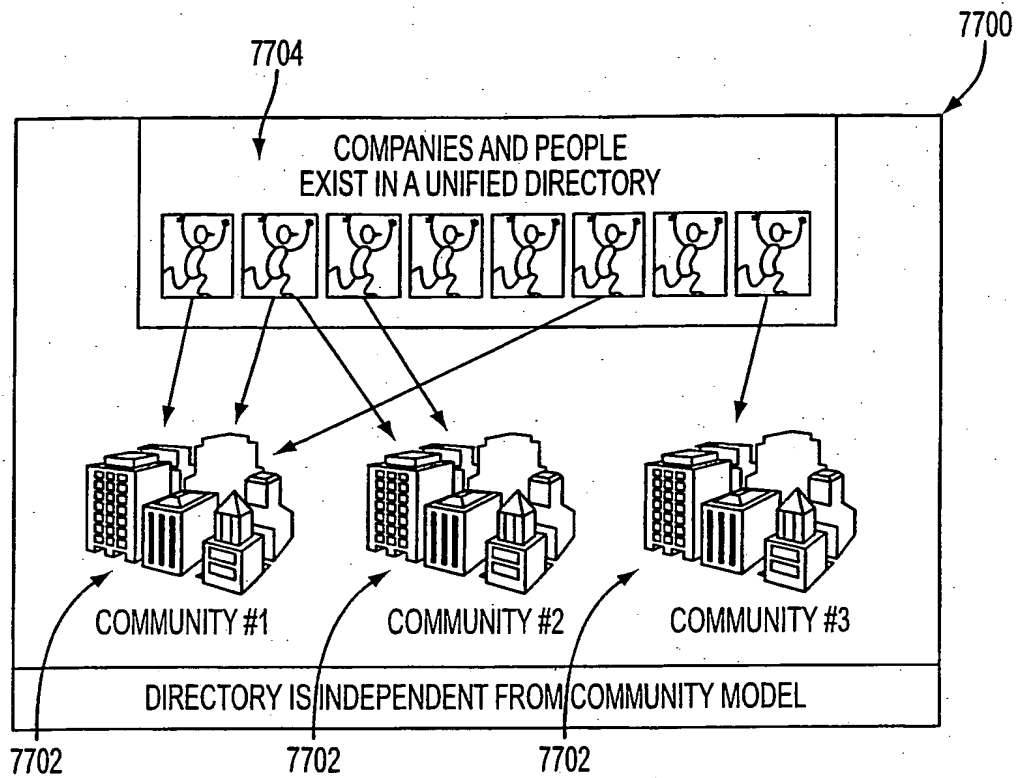


FIG. 77

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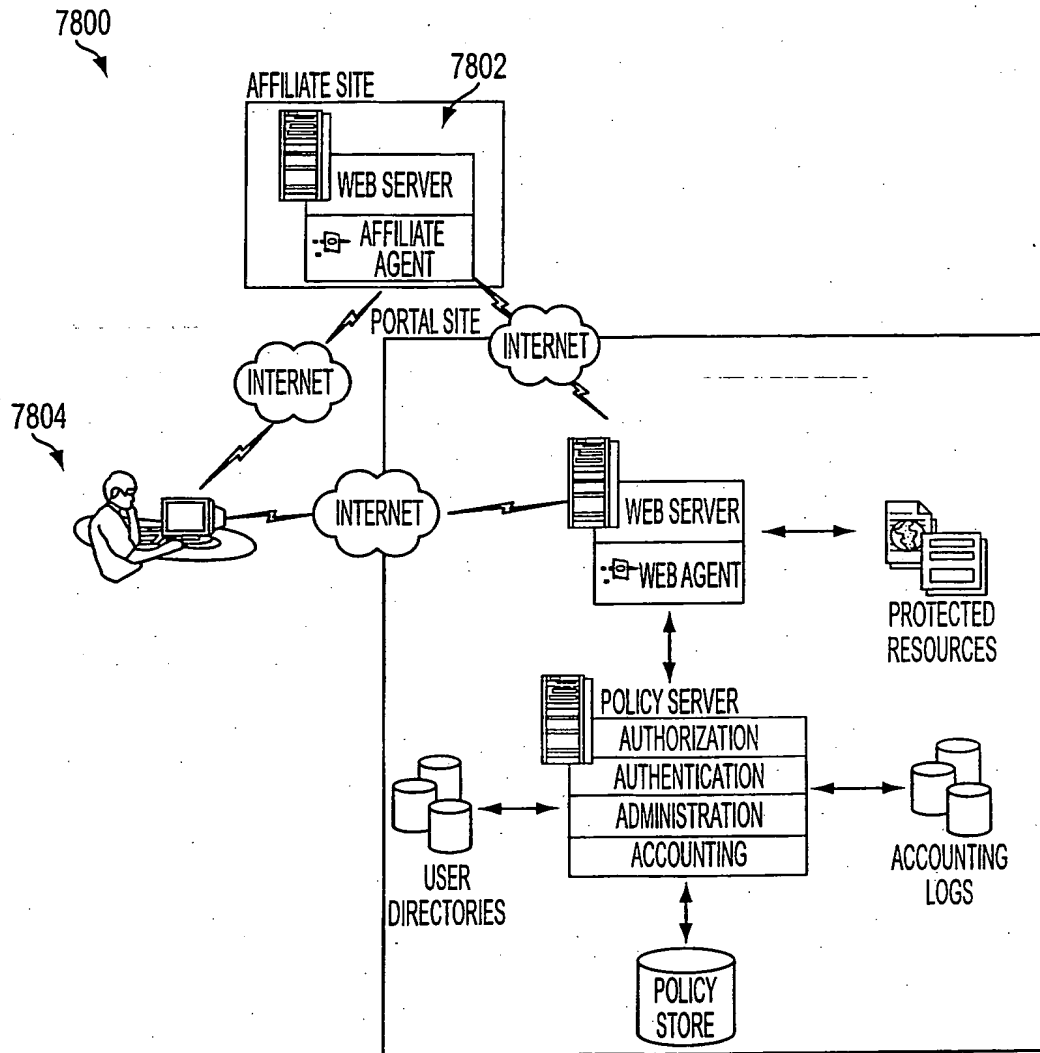


FIG. 78

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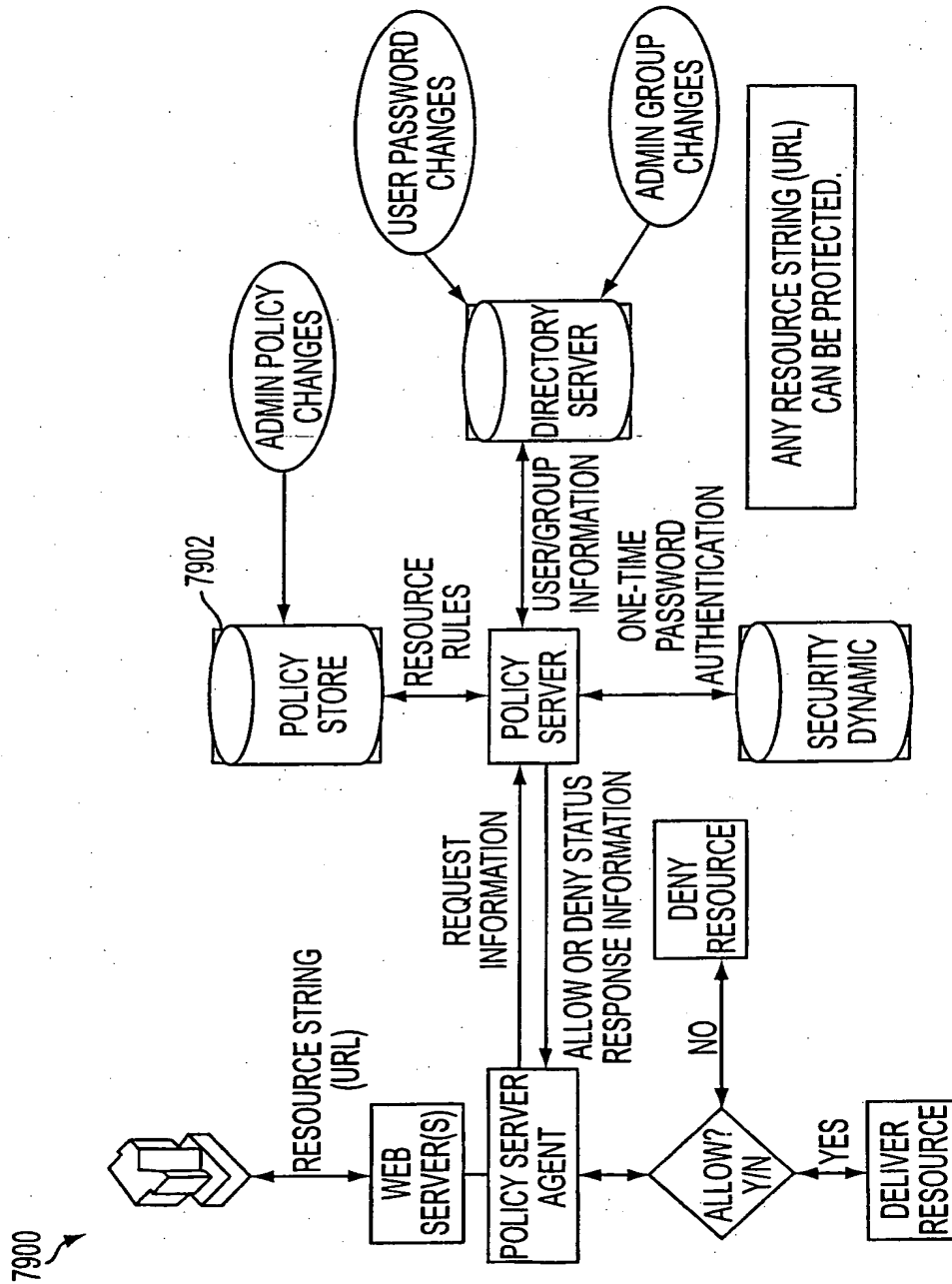


FIG. 79

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8030

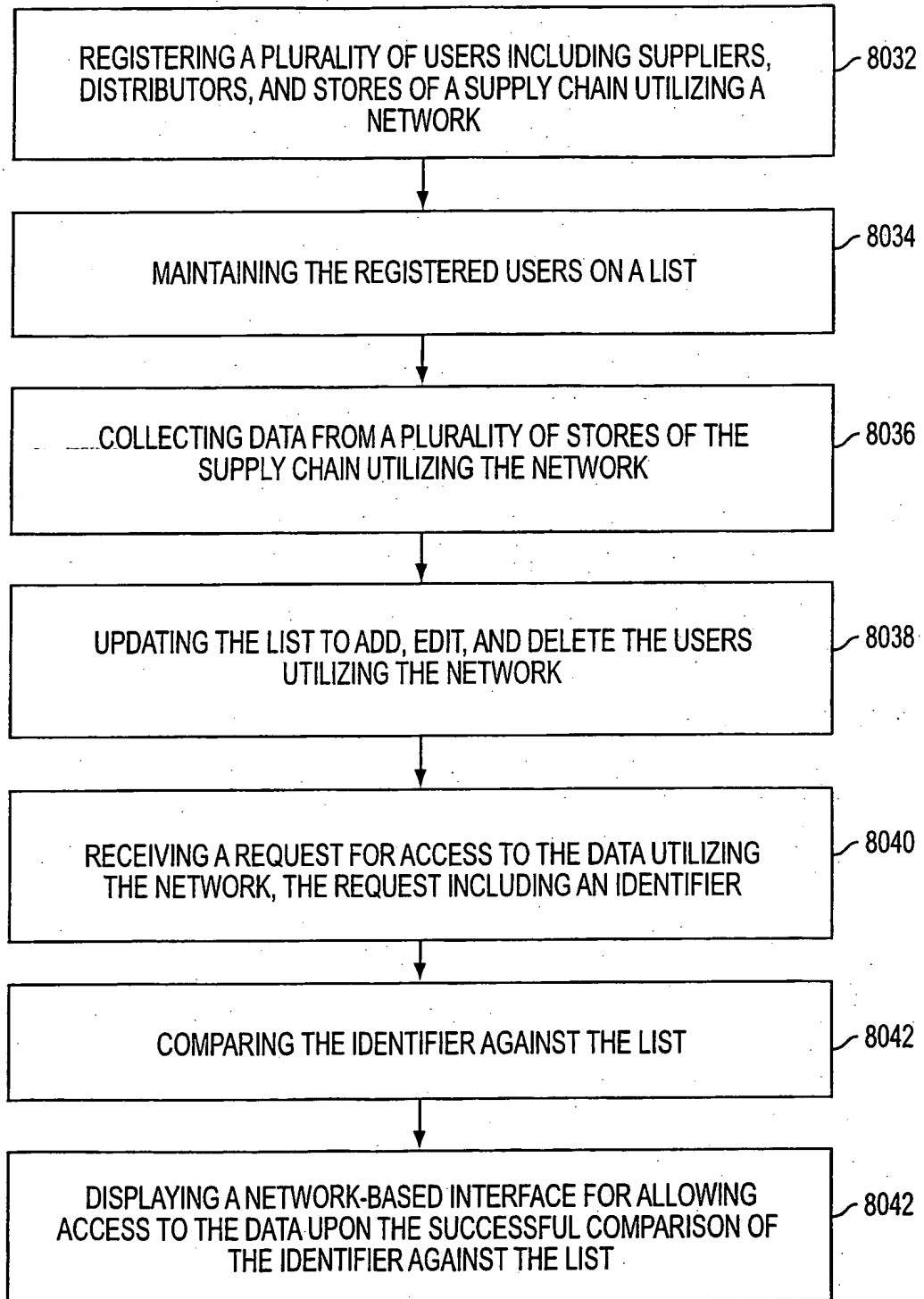


FIG. 80

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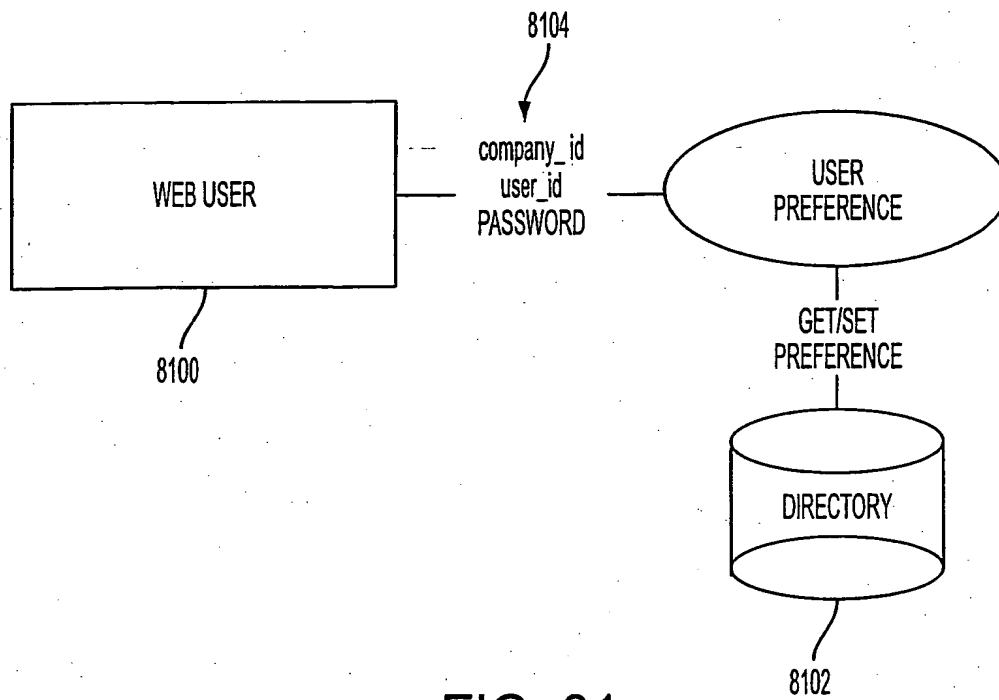


FIG. 81

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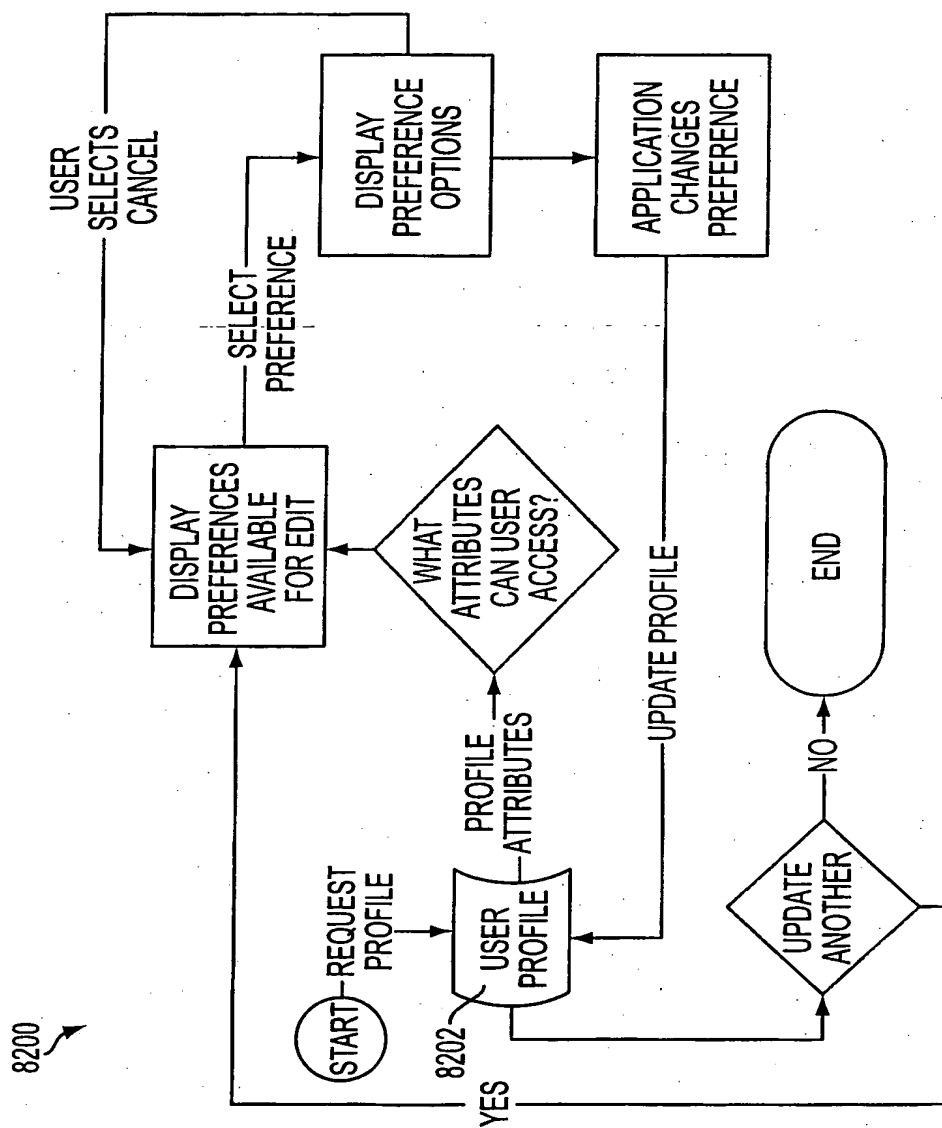


FIG. 82

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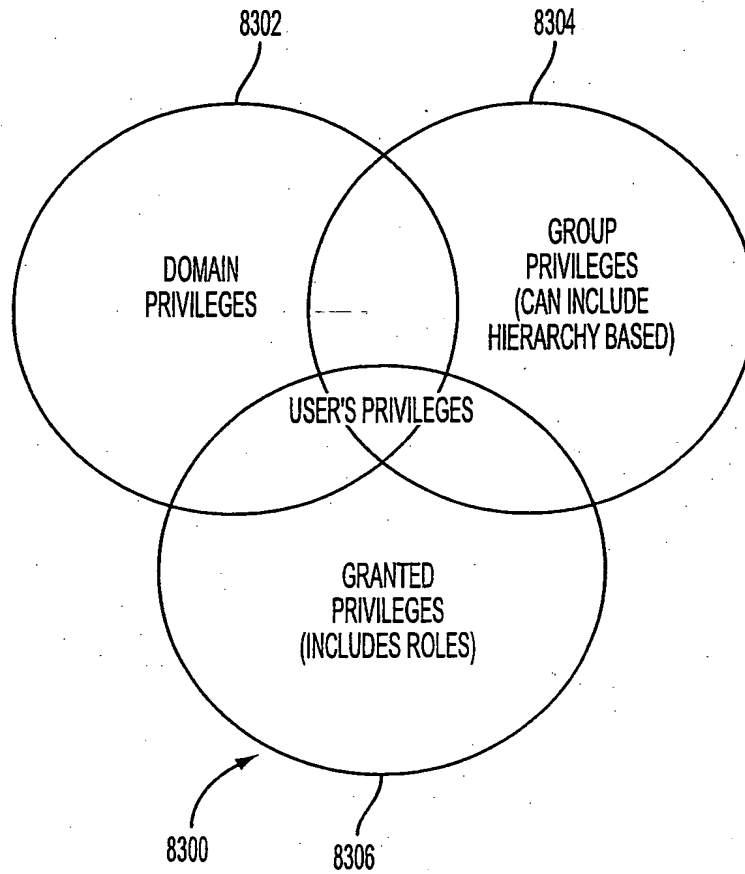


FIG. 83

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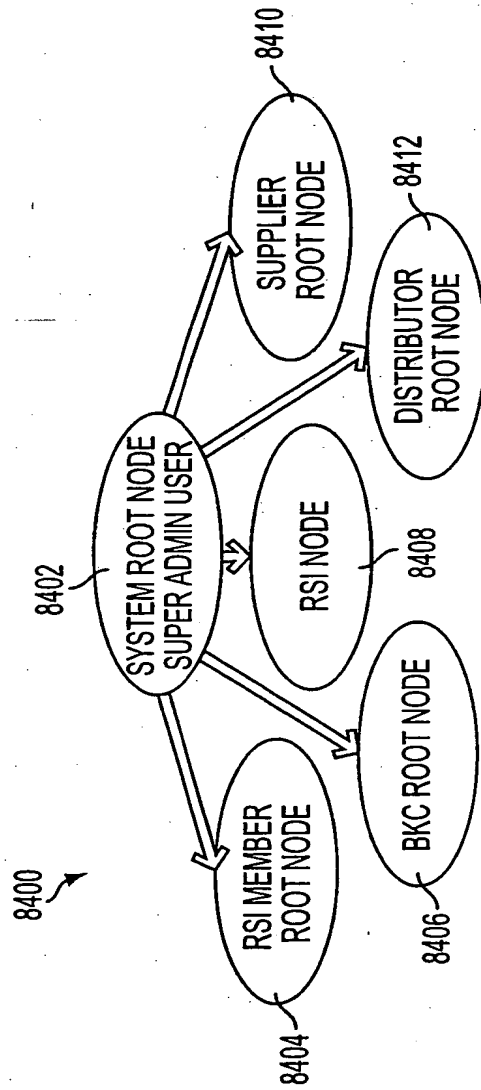


FIG. 84

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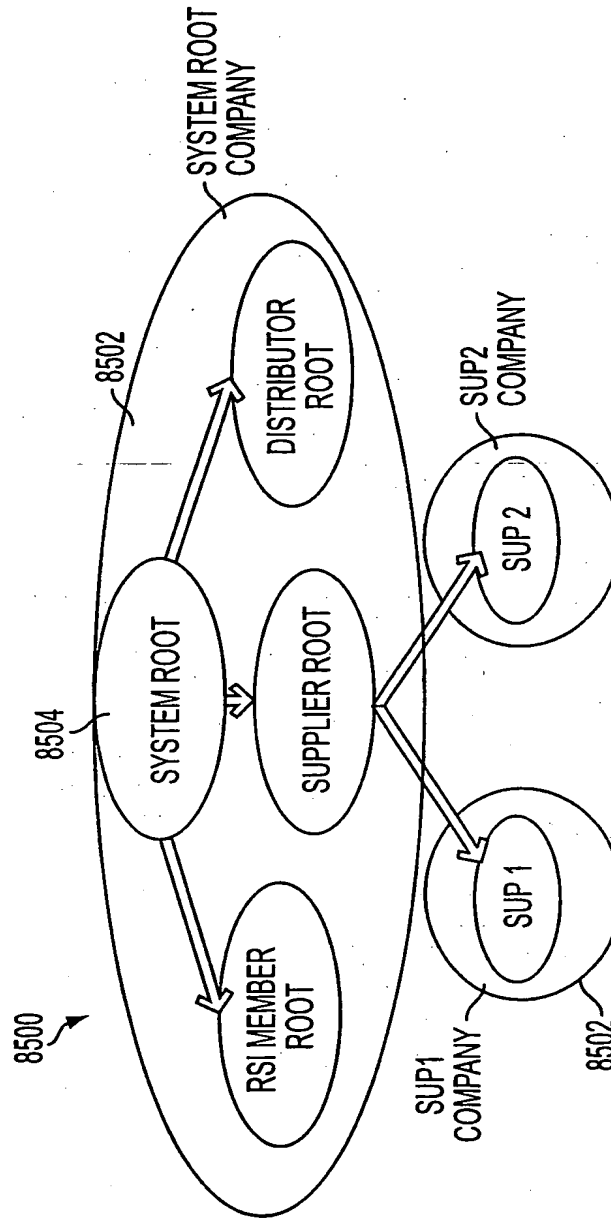


FIG. 85

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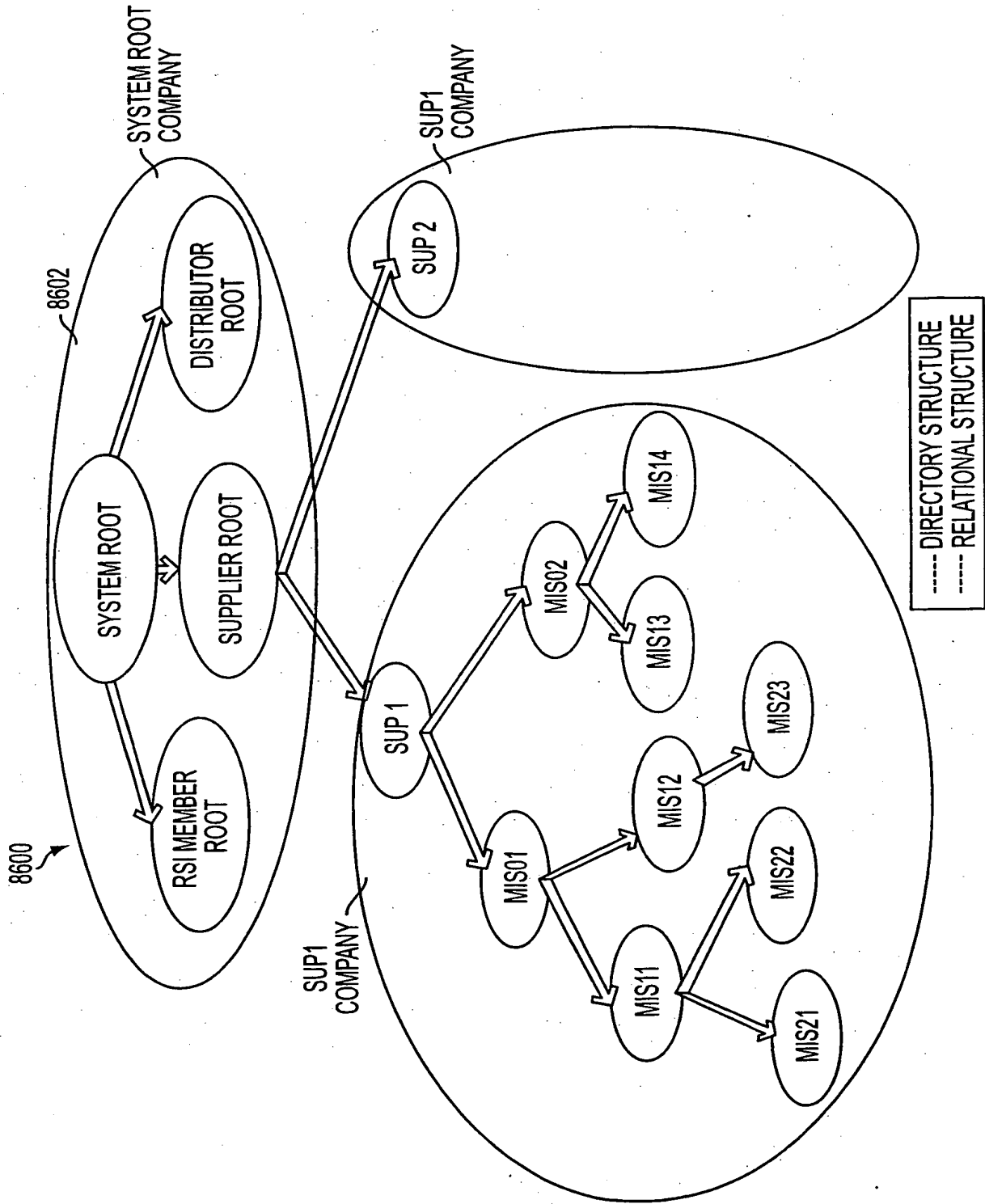


FIG. 86

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8700

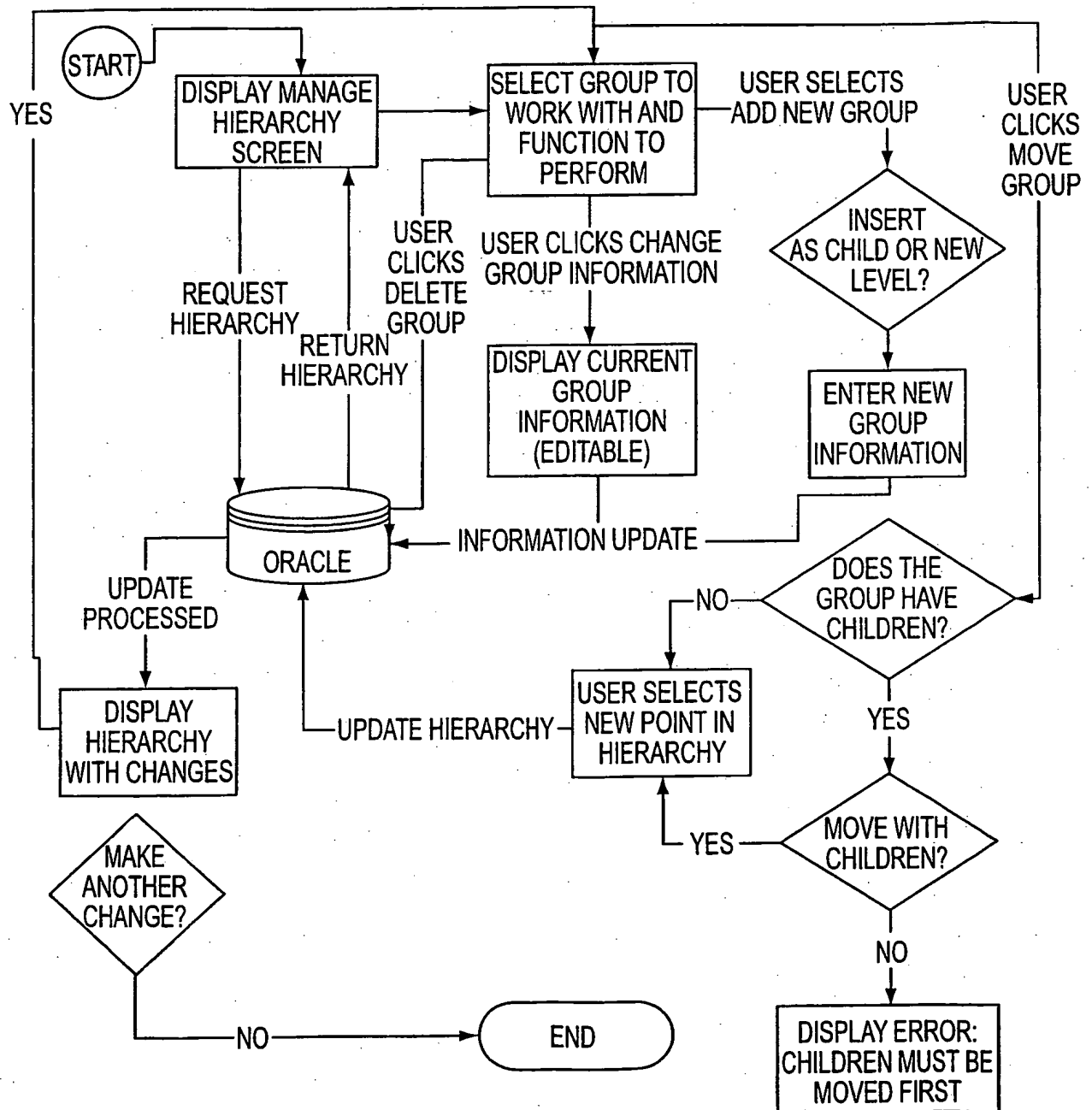


FIG. 87

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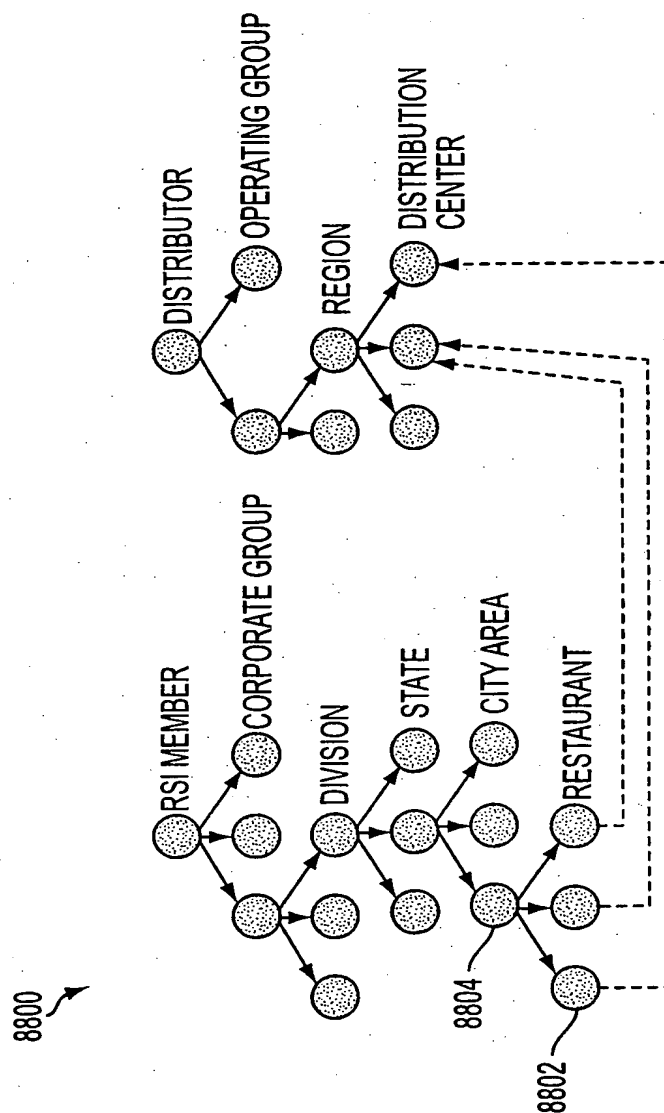


FIG. 88

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8902

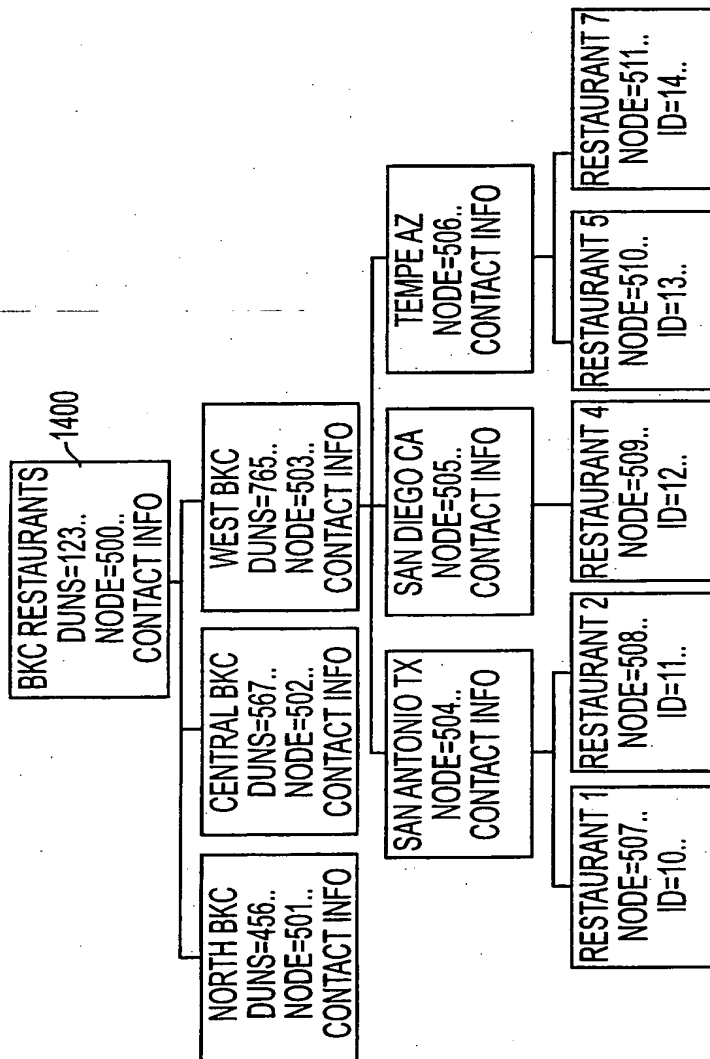


FIG. 89

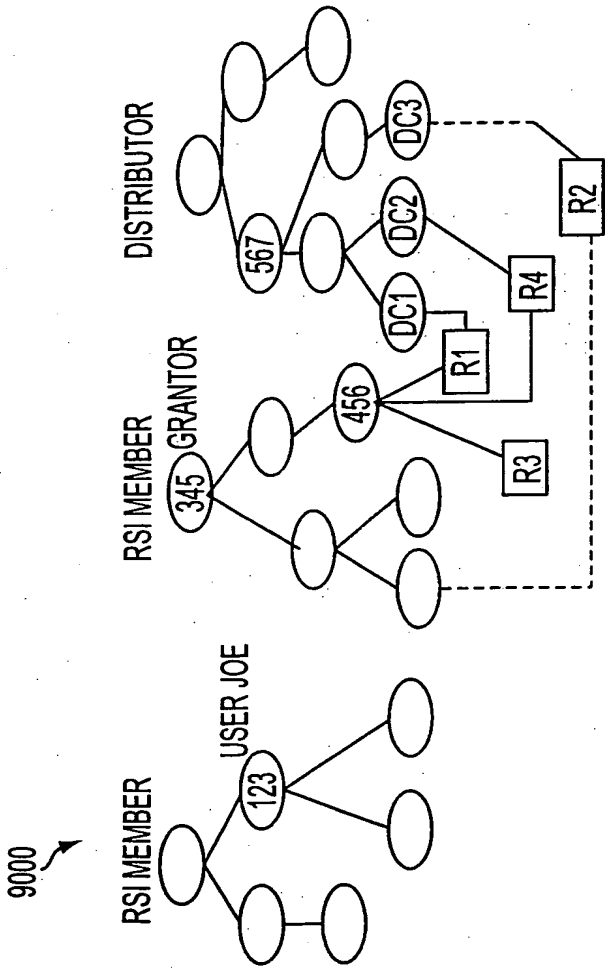


FIG. 90

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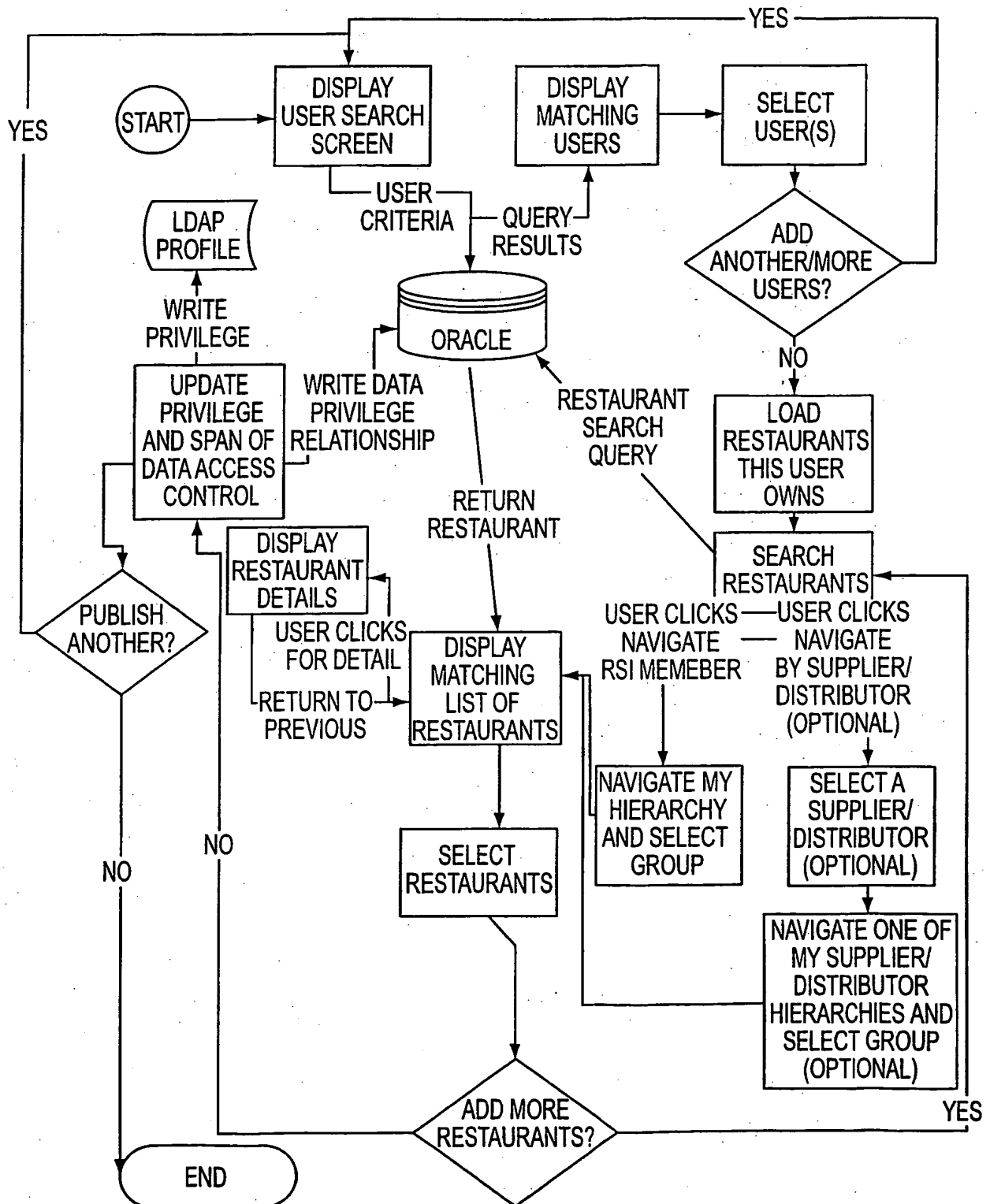


FIG. 91

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9230

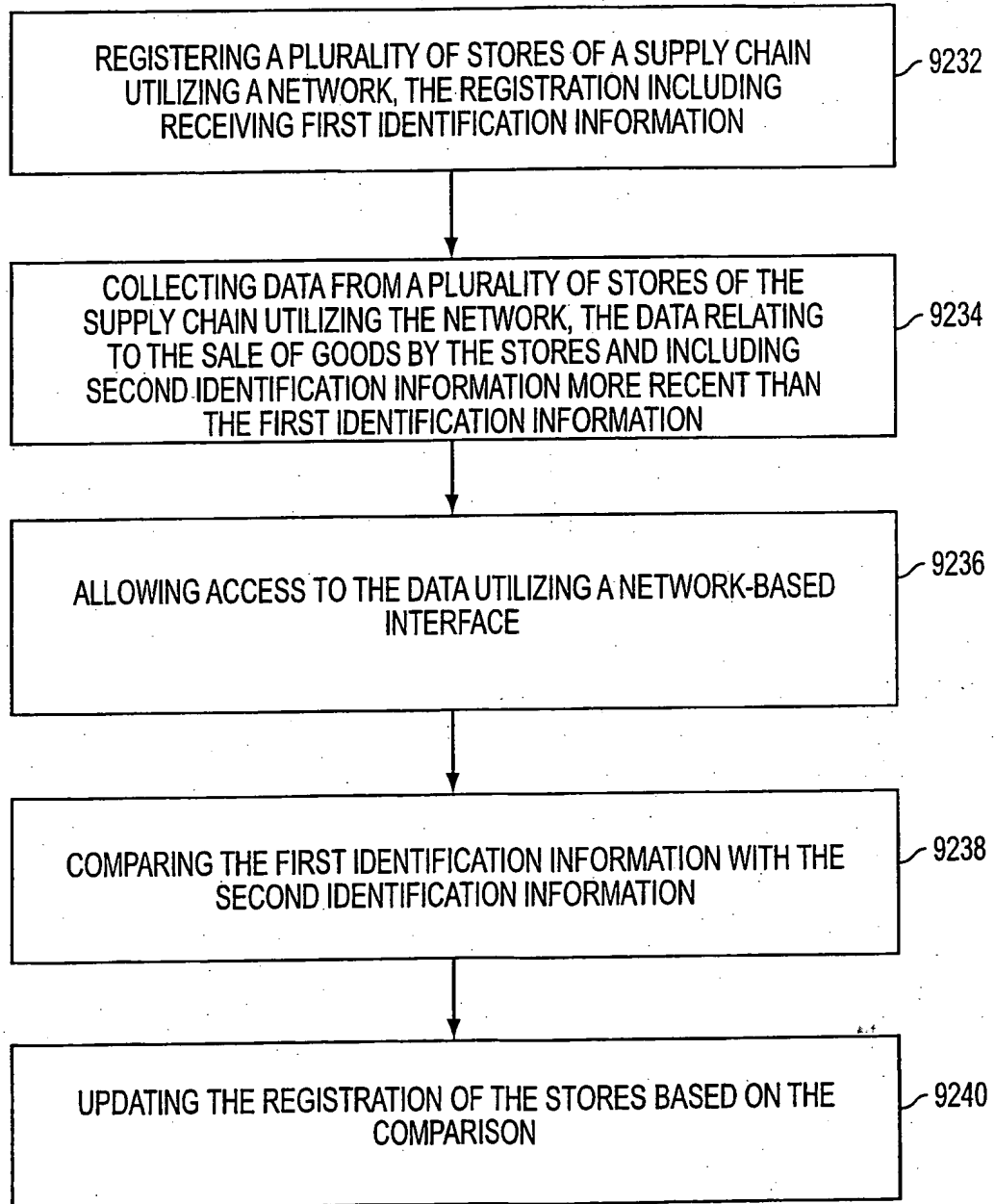


FIG. 92

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9330

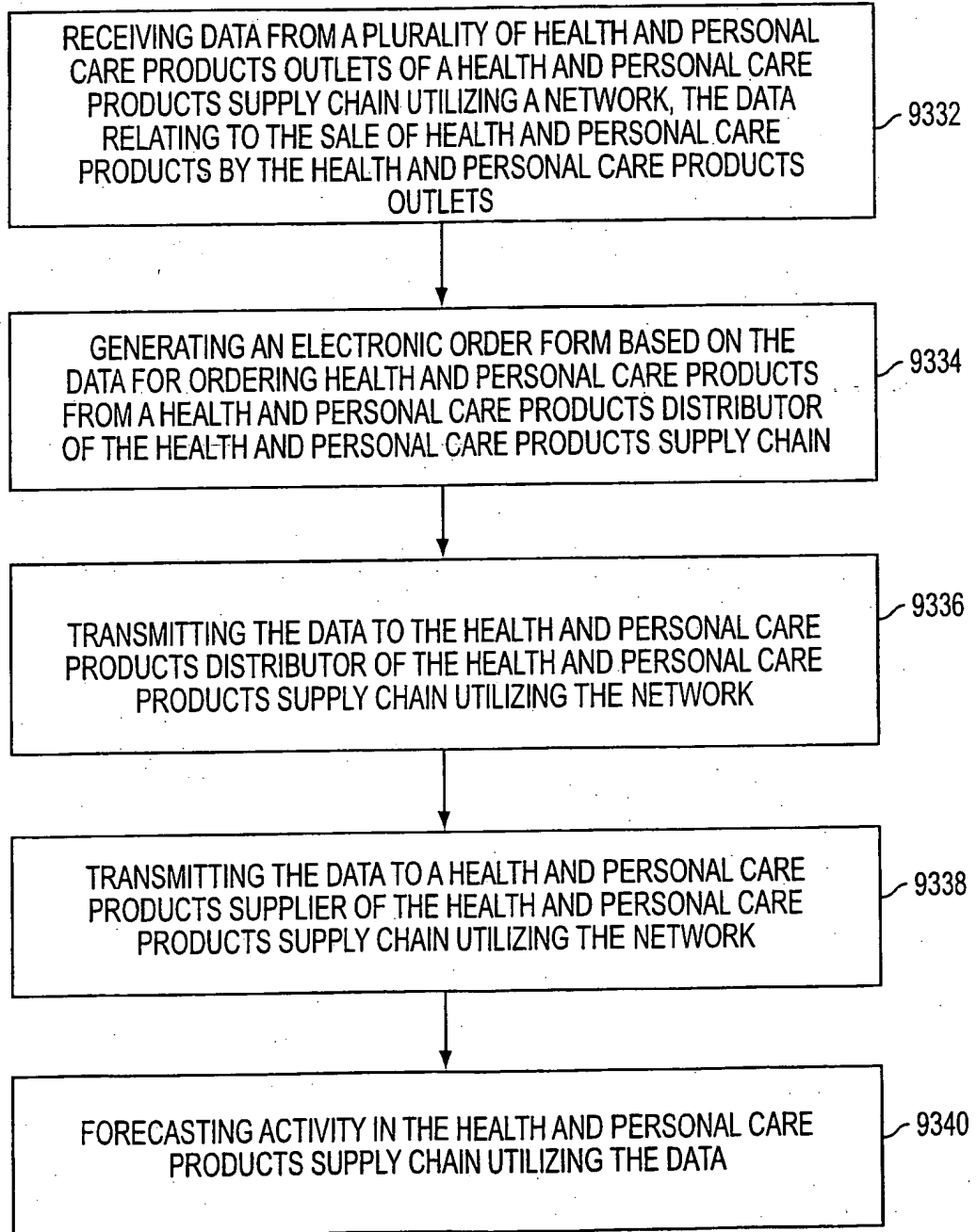


FIG. 93

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9430

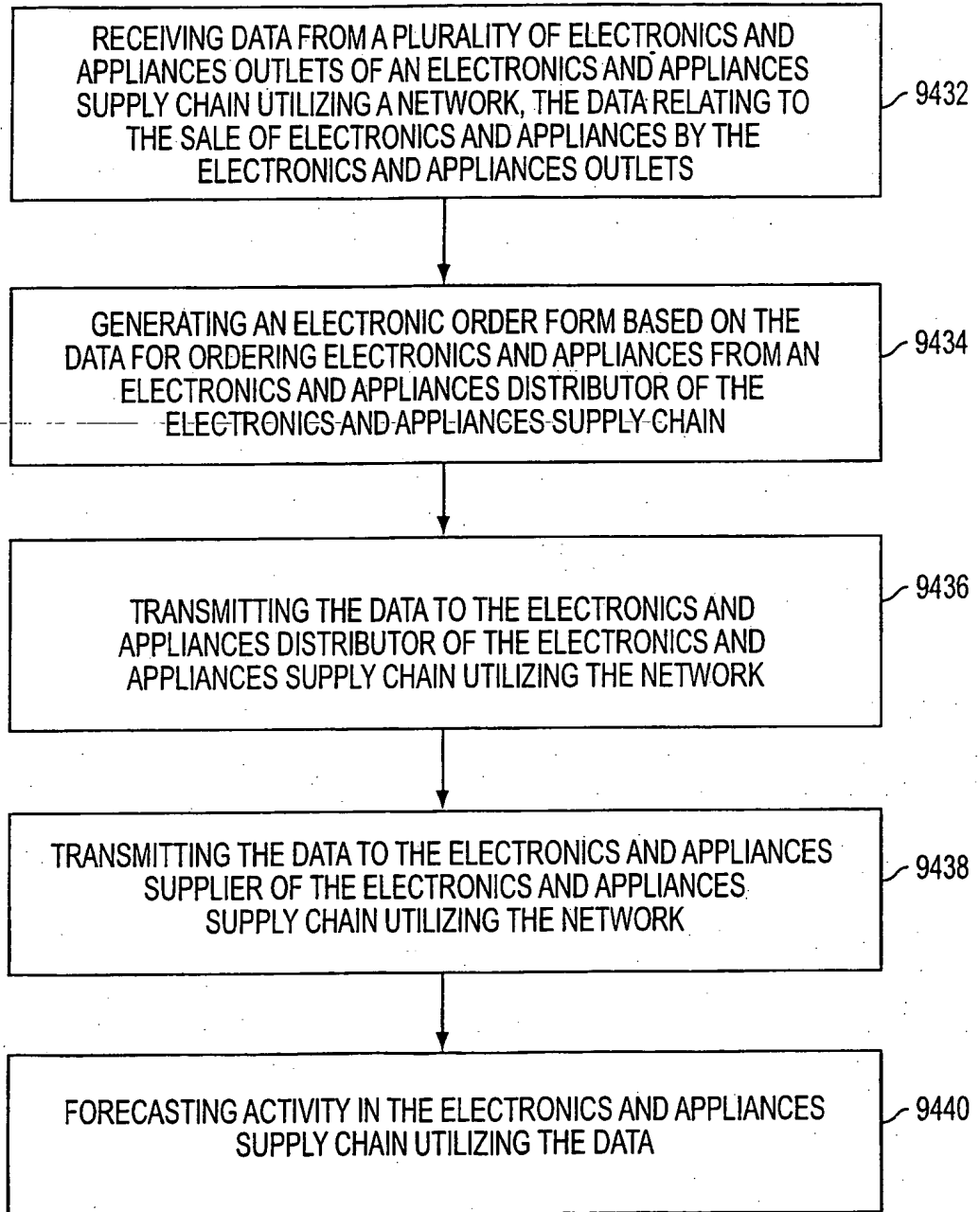


FIG. 94

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9530

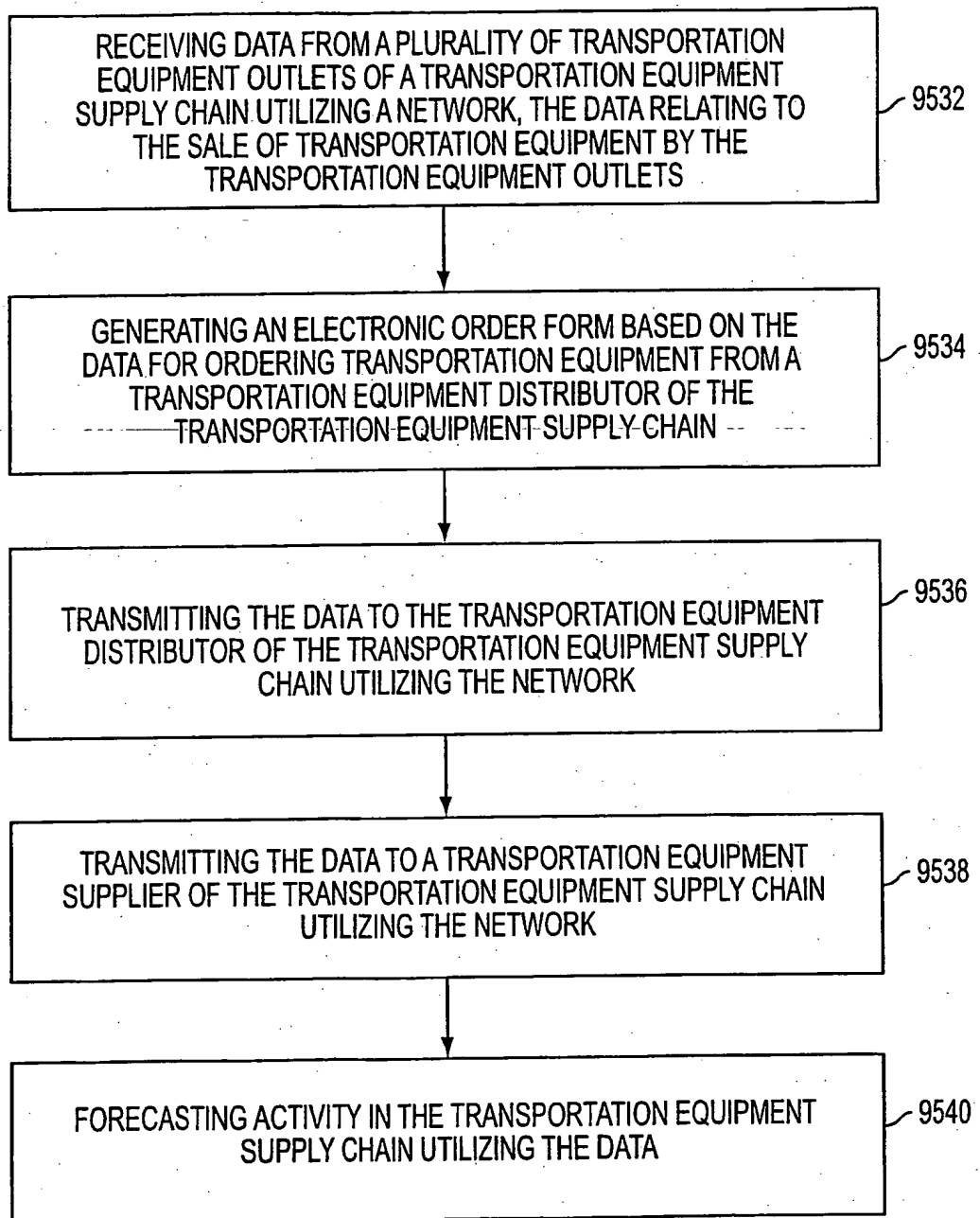


FIG. 95

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9630

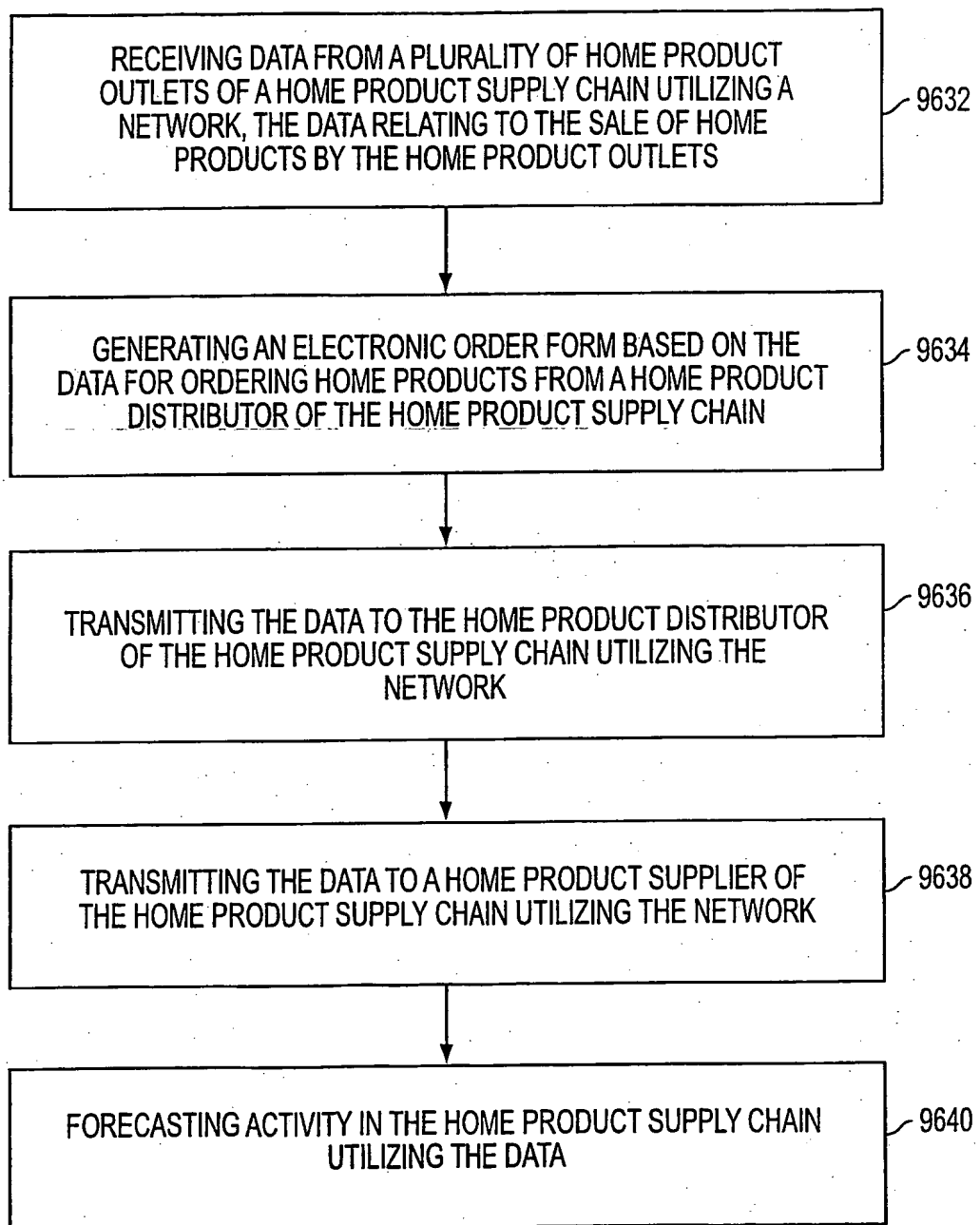


FIG. 96

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9730

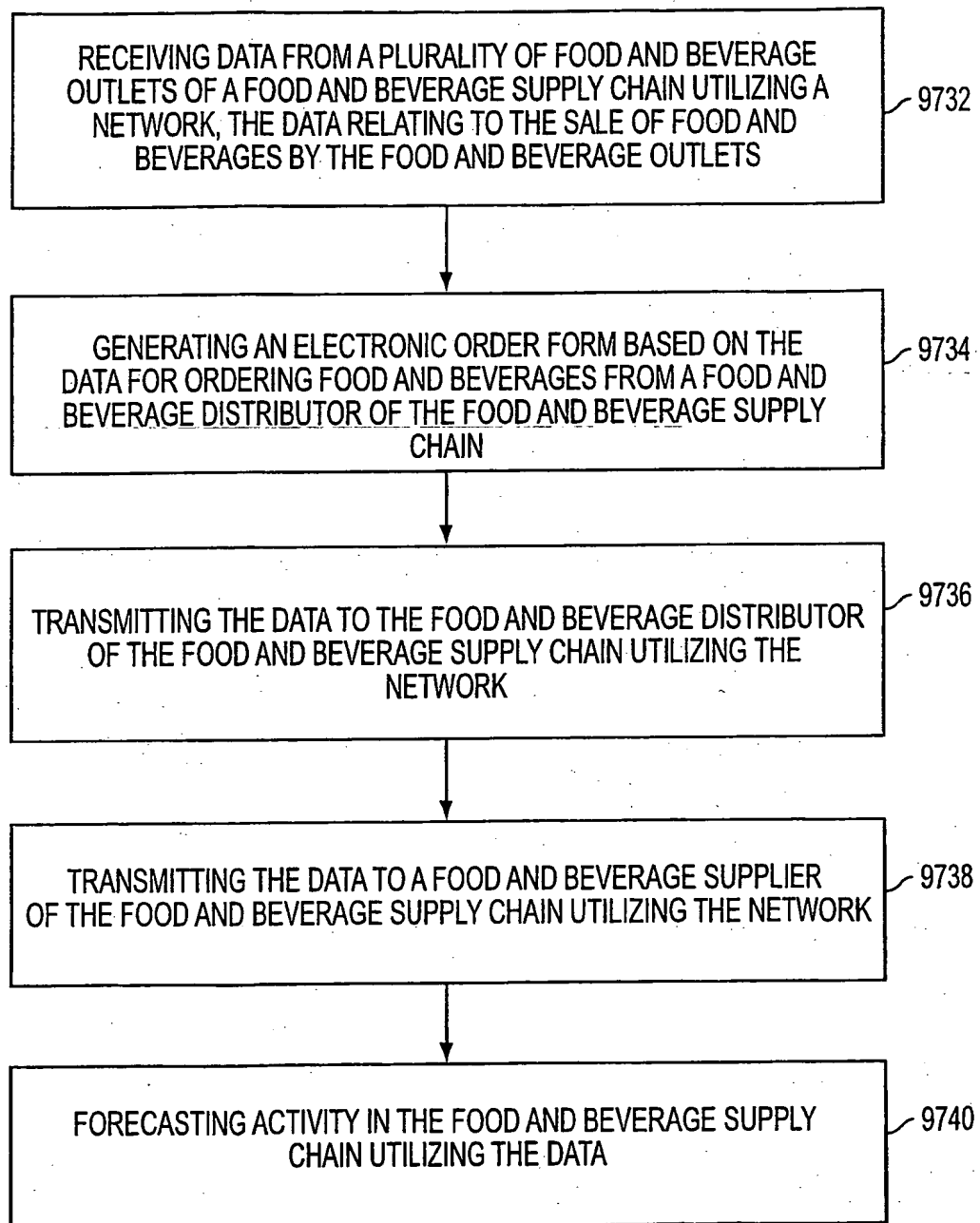


FIG. 97

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9830

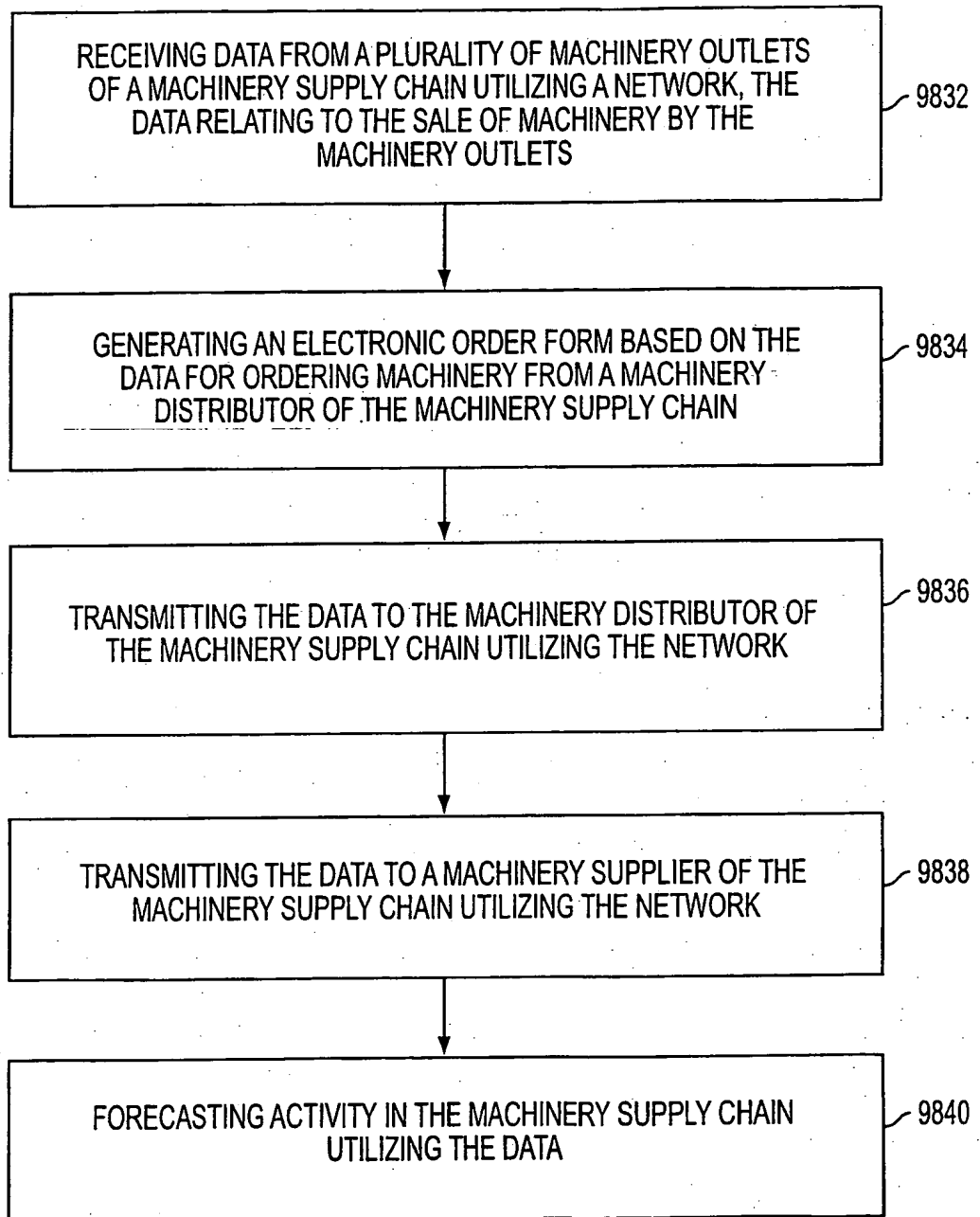


FIG. 98

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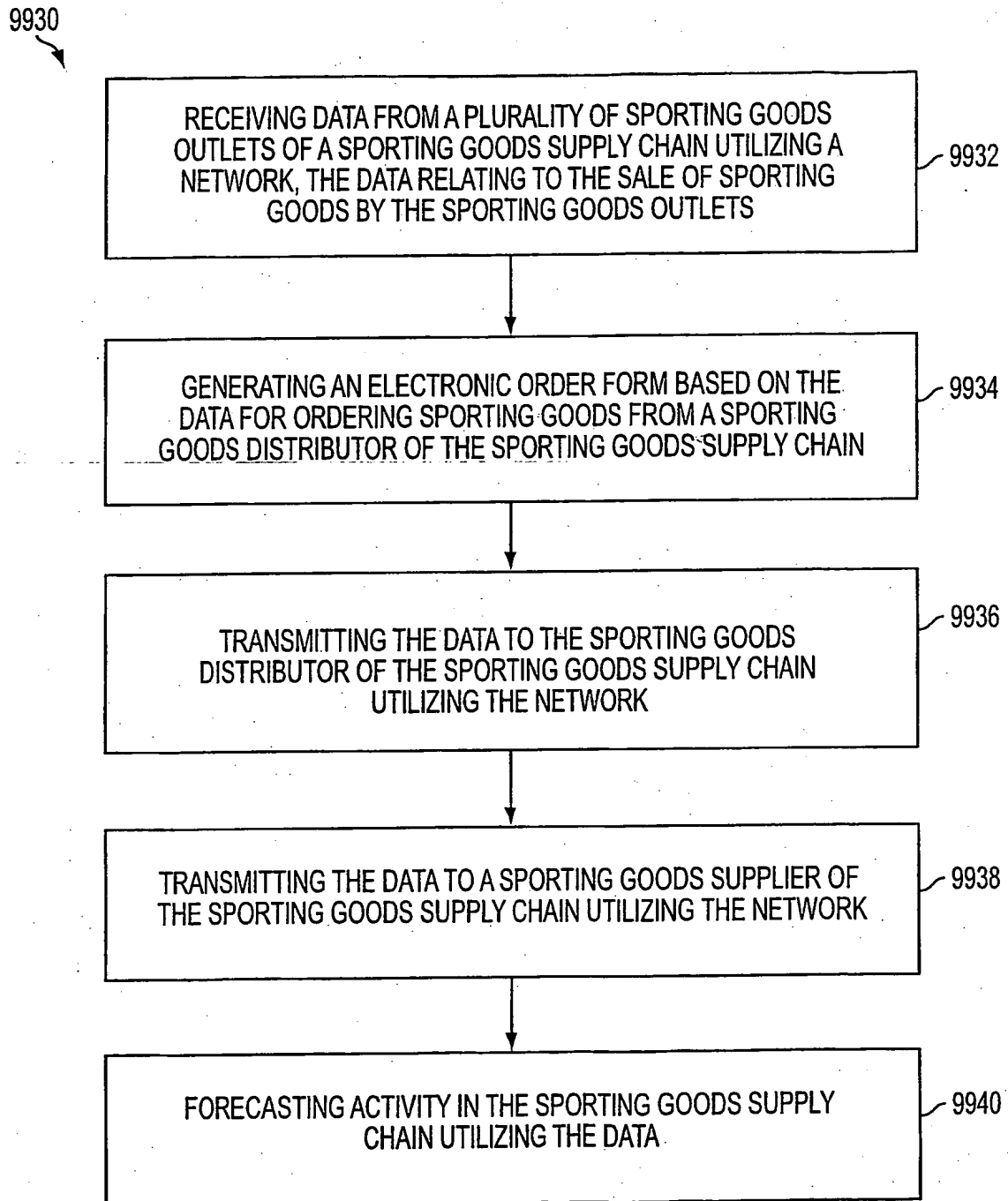


FIG. 99

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10030

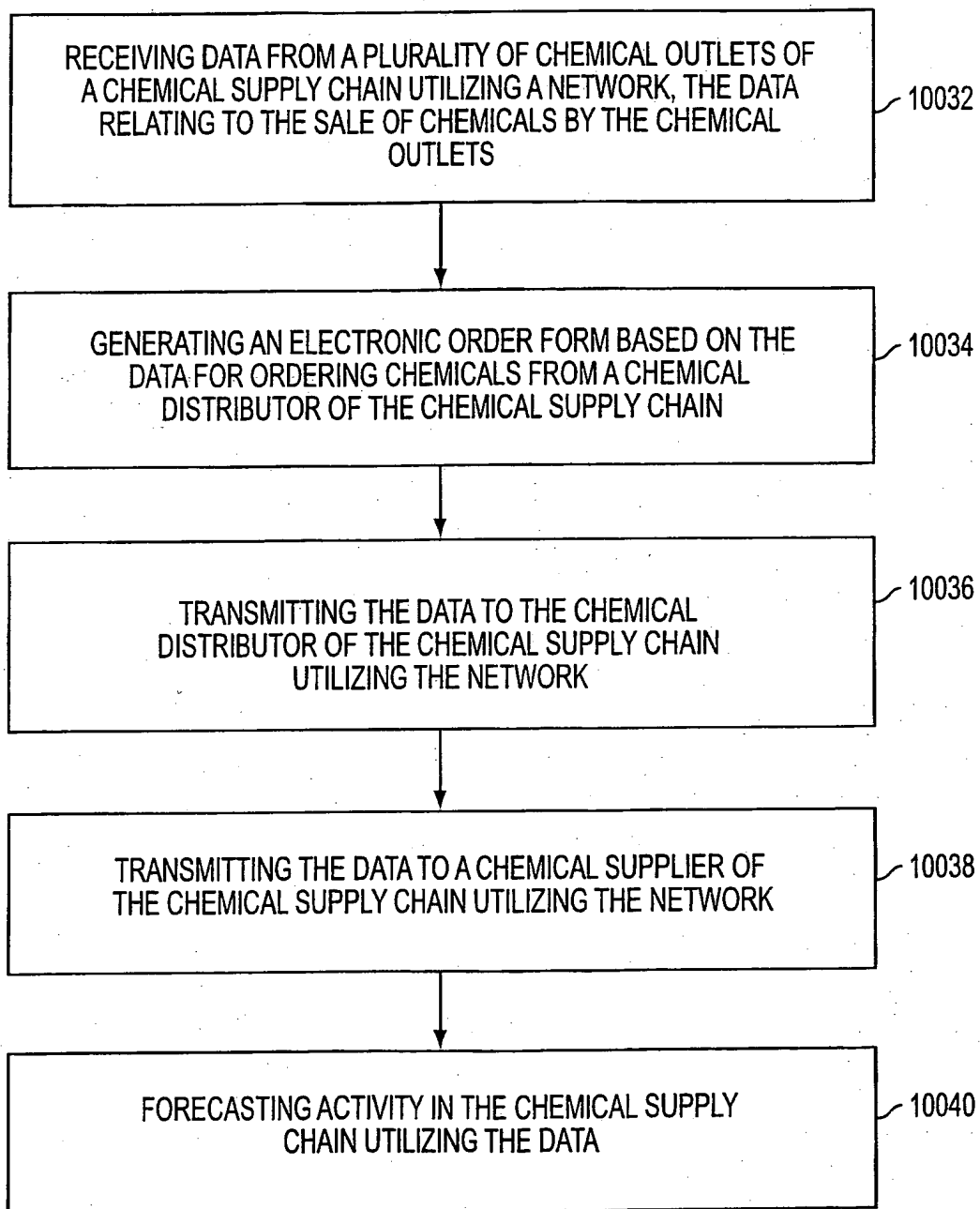


FIG. 100

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10130

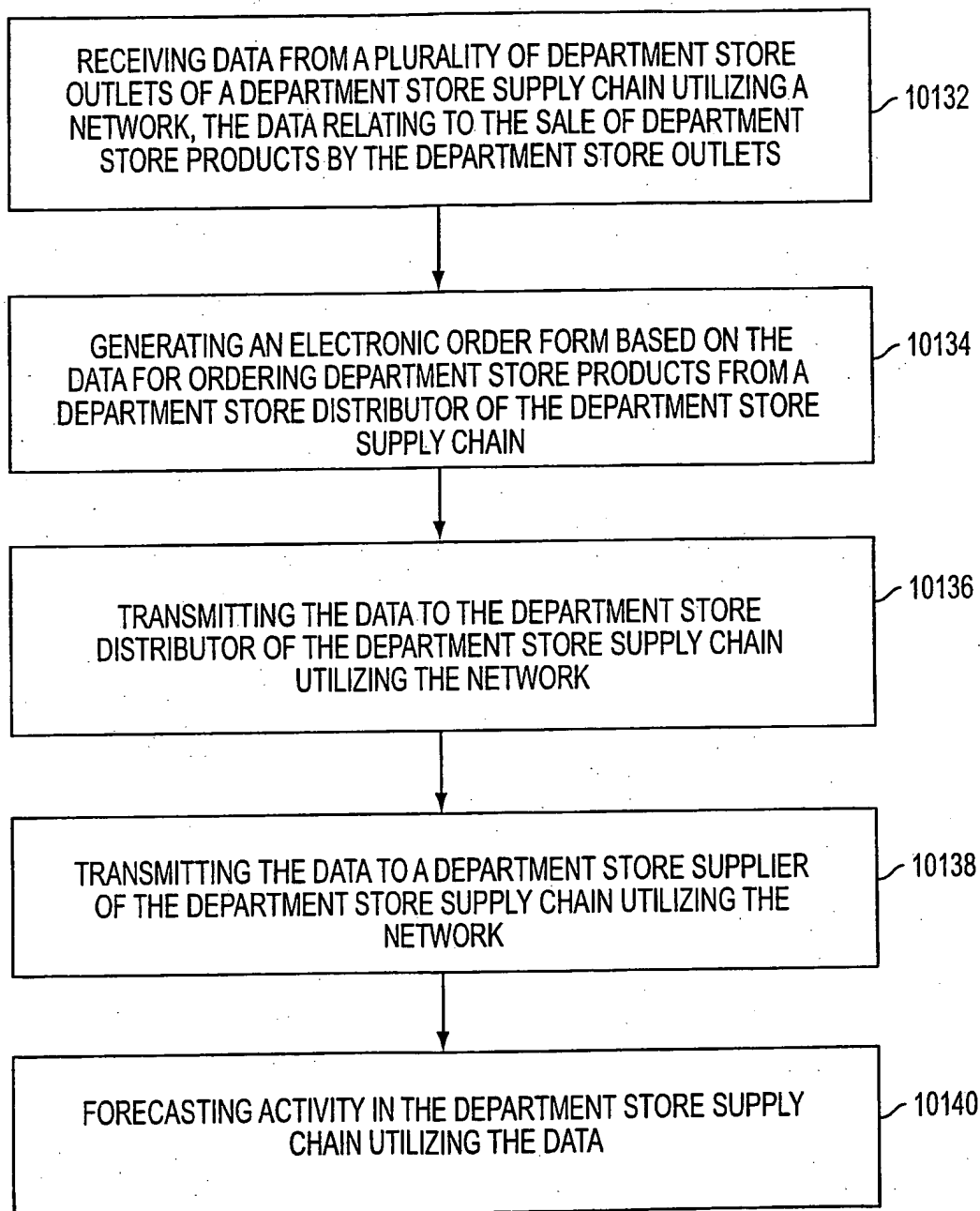


FIG. 101

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10230

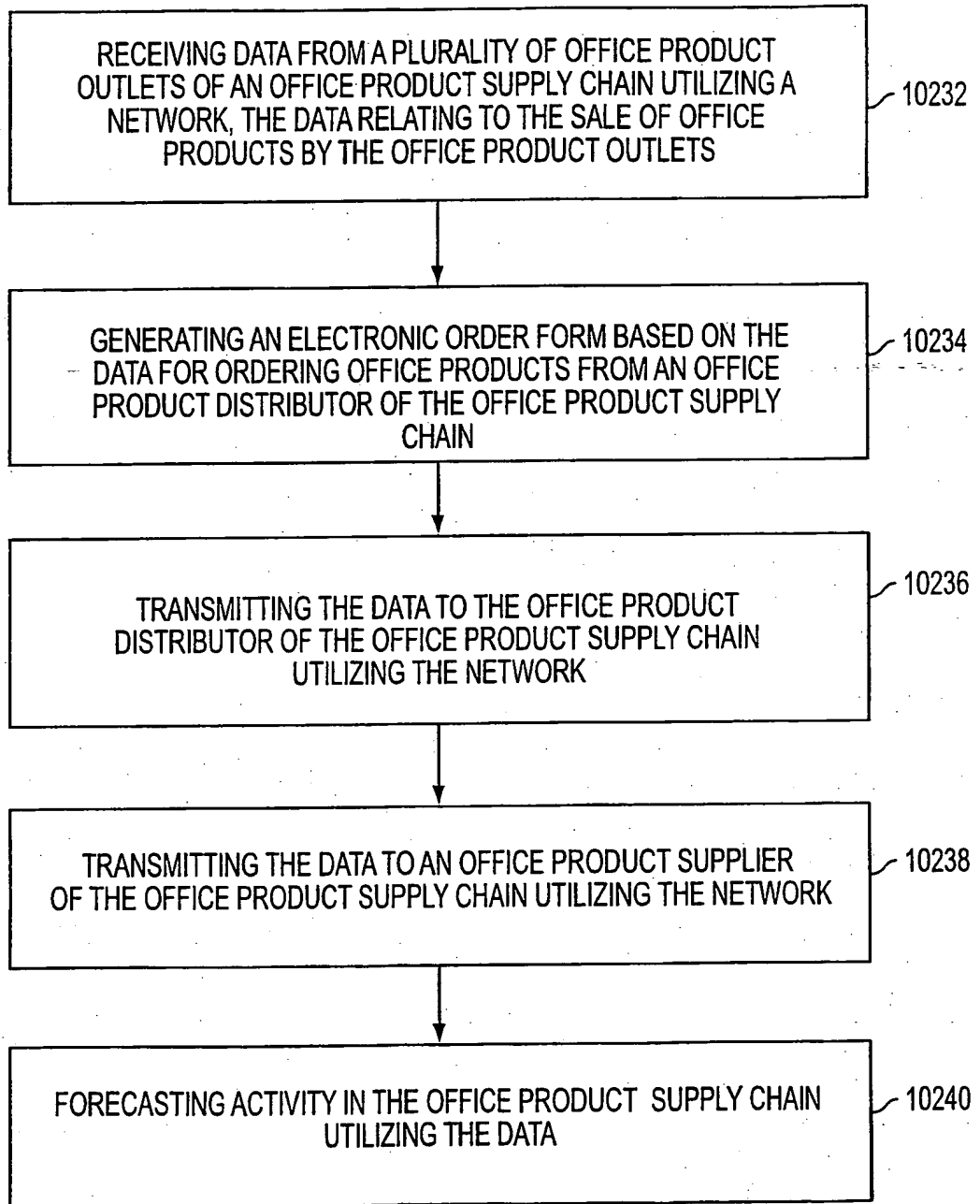


FIG. 102A

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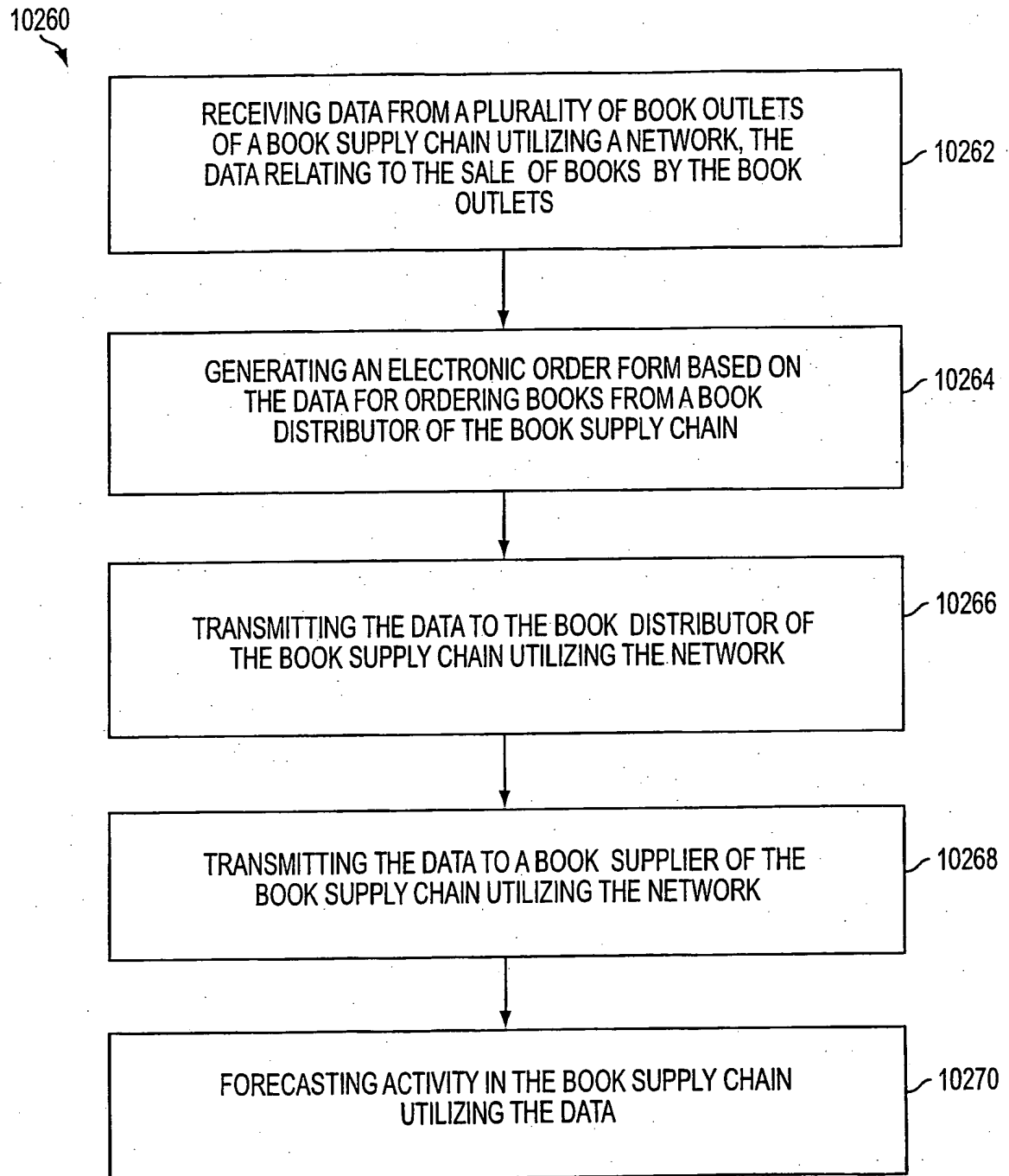


FIG. 102B

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10330

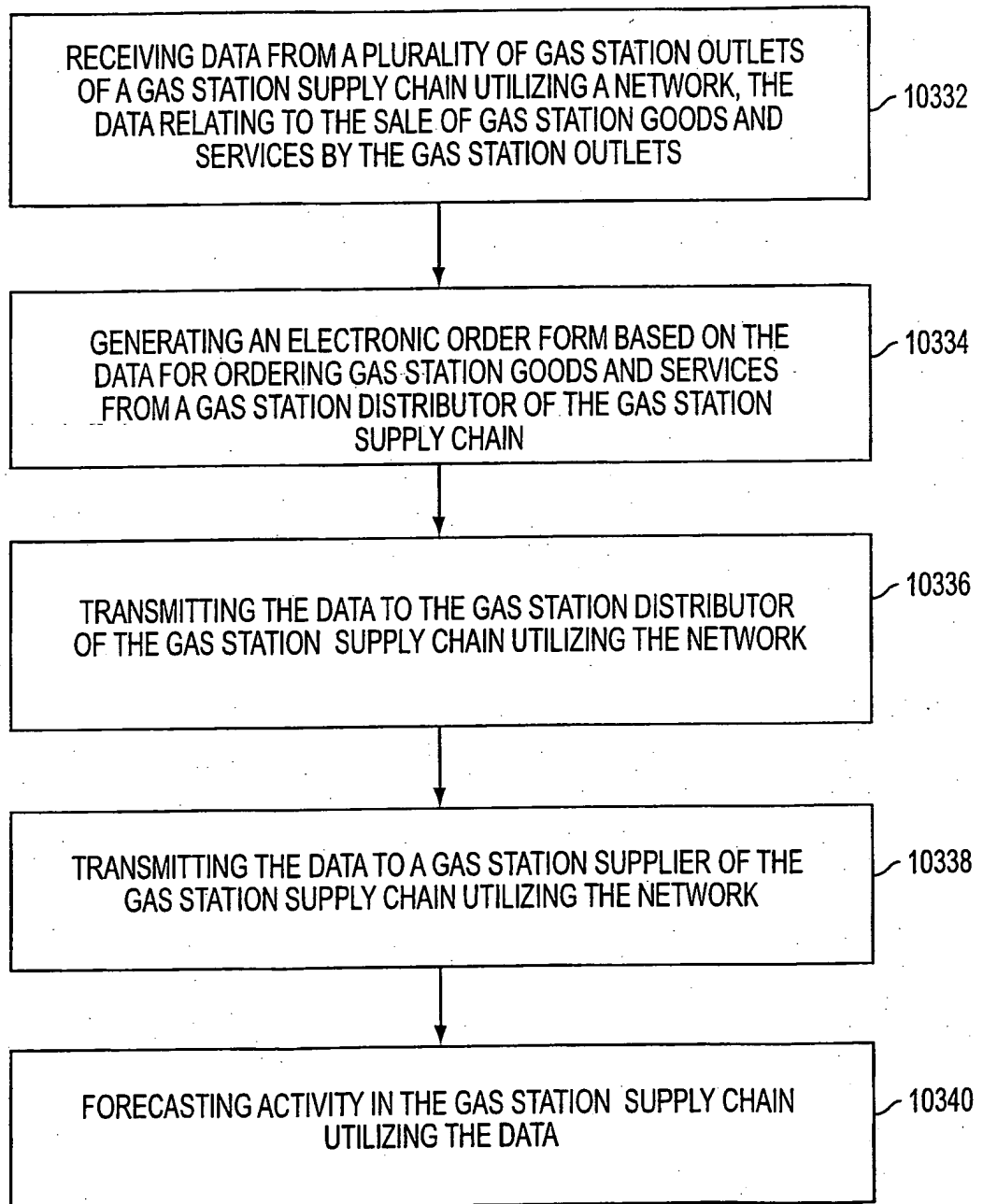


FIG. 103

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10430

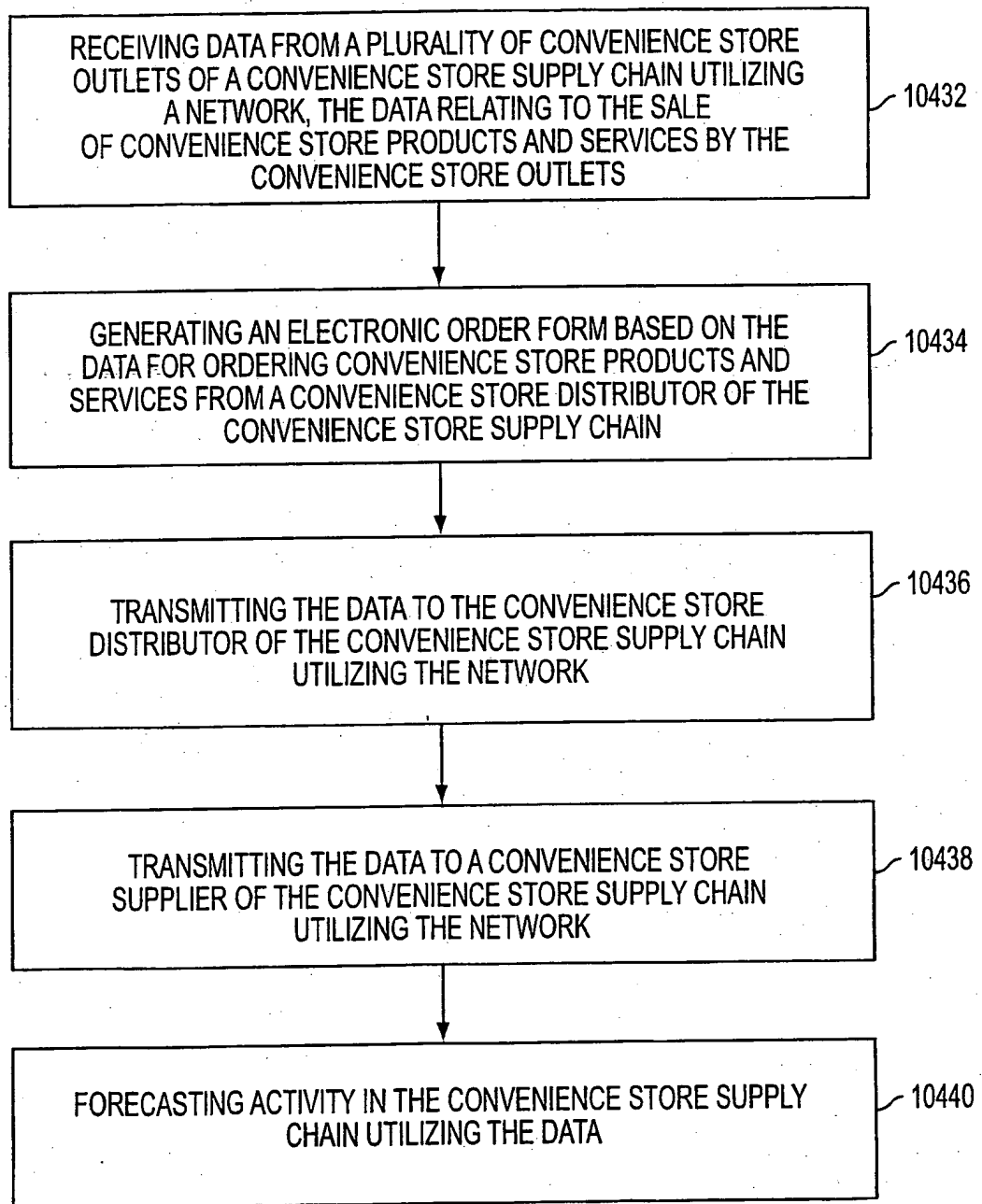


FIG. 104A

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10460

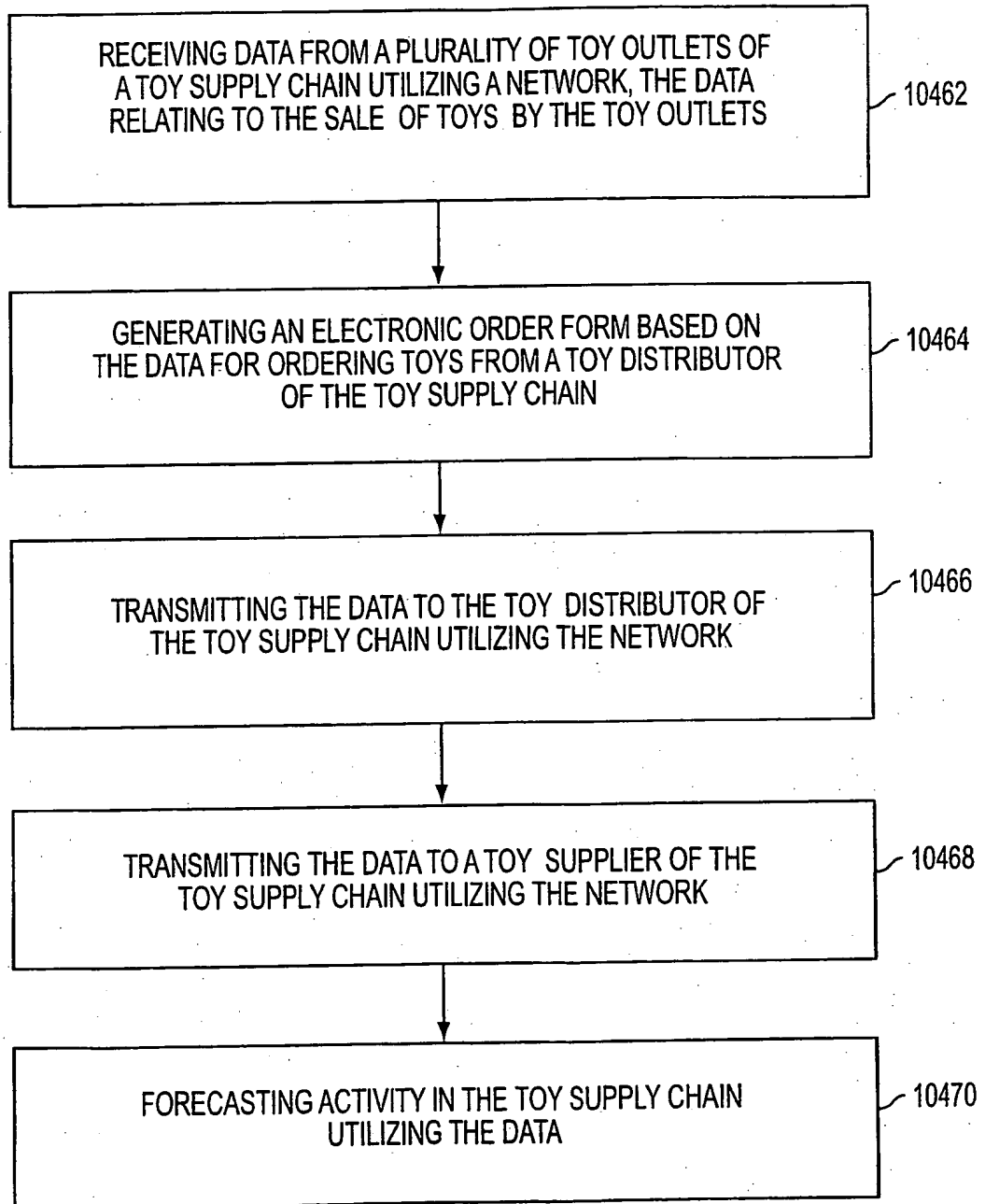


FIG. 104B

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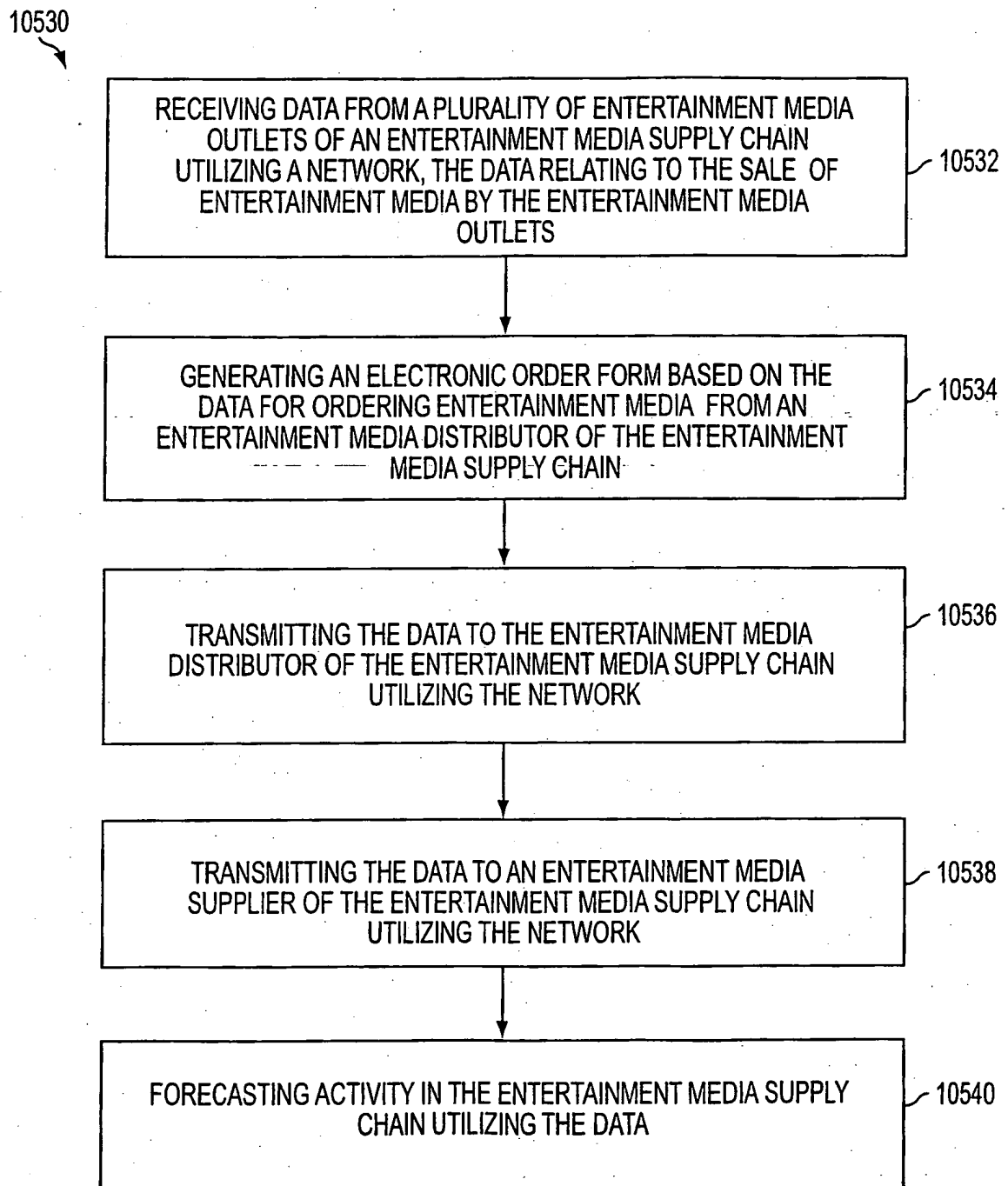


FIG. 105

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10630

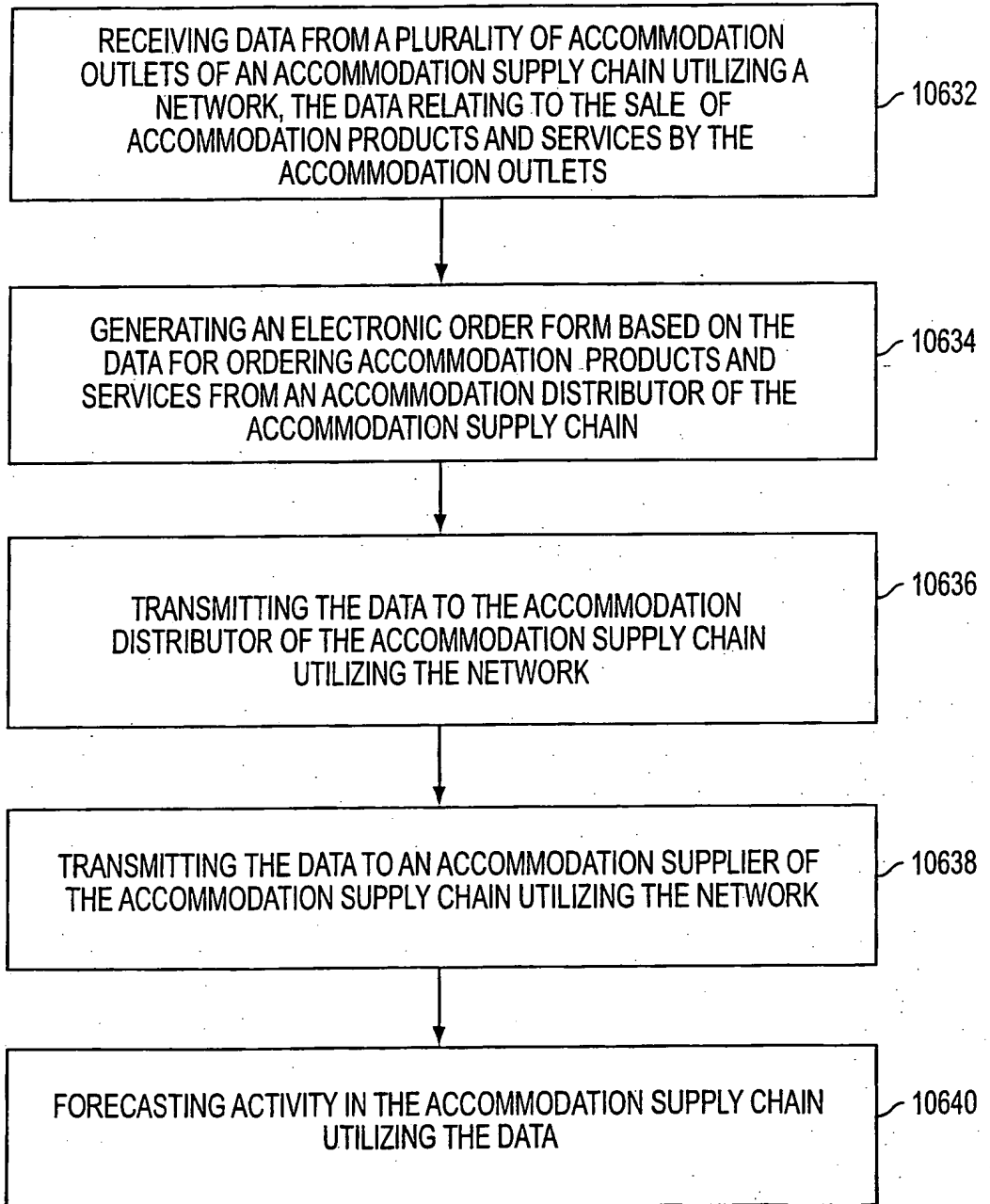


FIG. 106

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10730

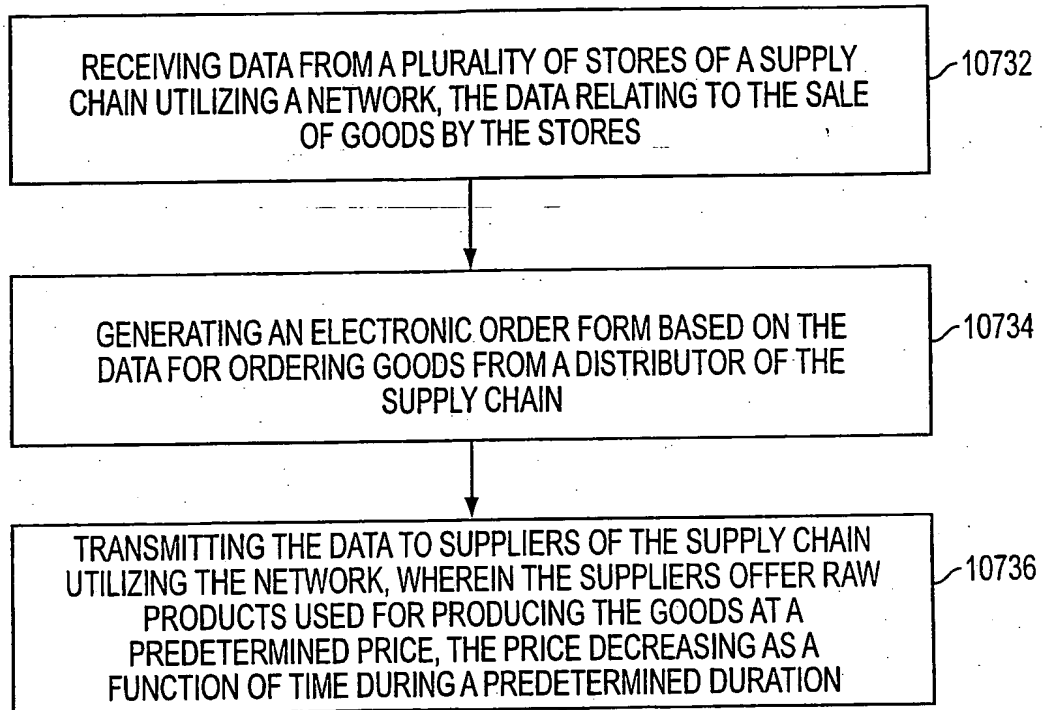


FIG. 107

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10830

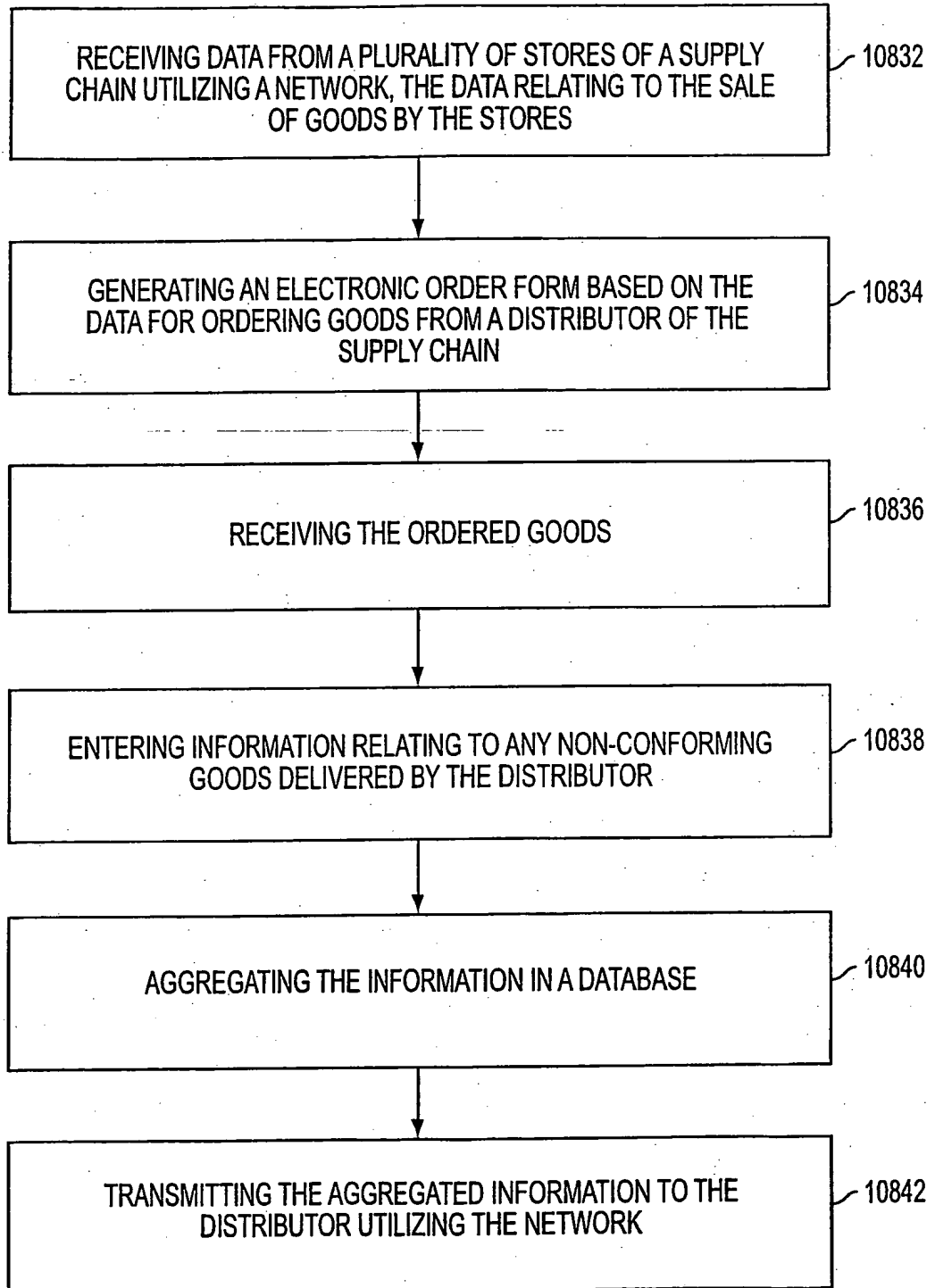


FIG. 108

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10900

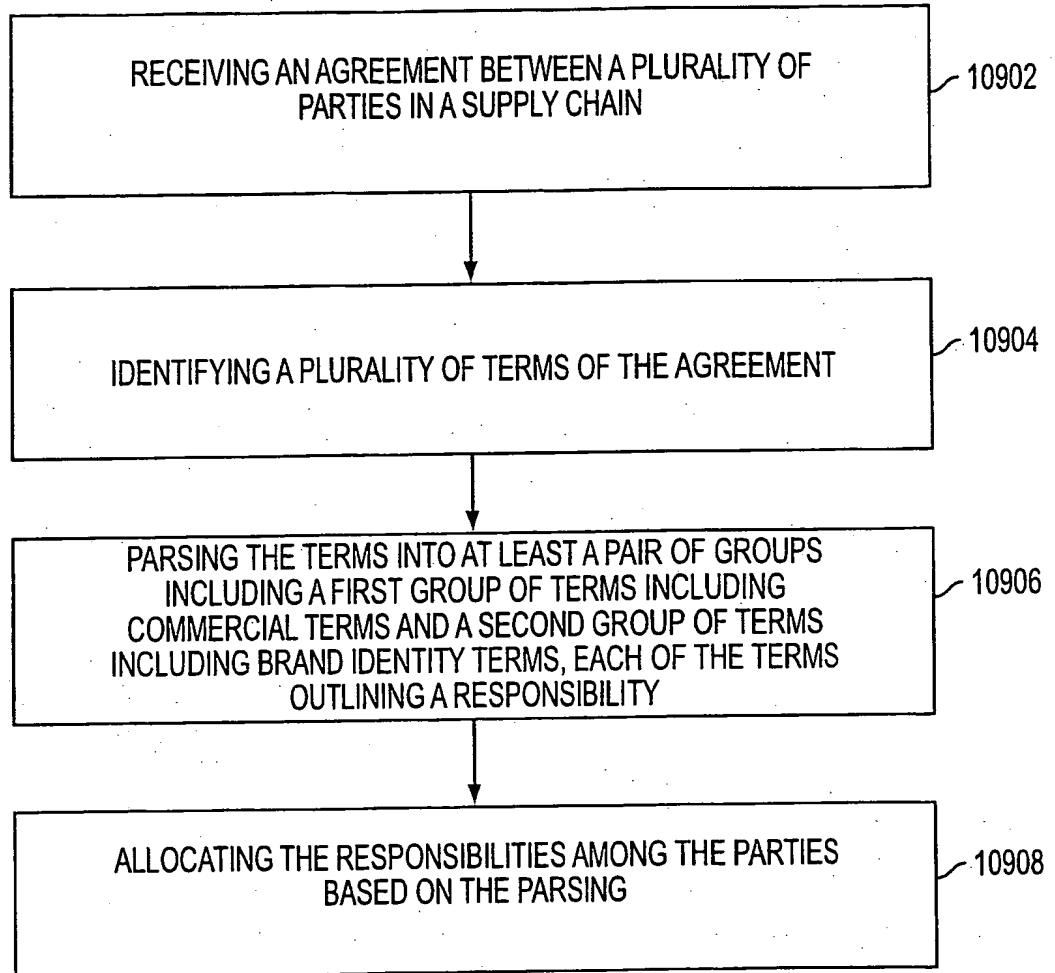


FIG. 109

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11000

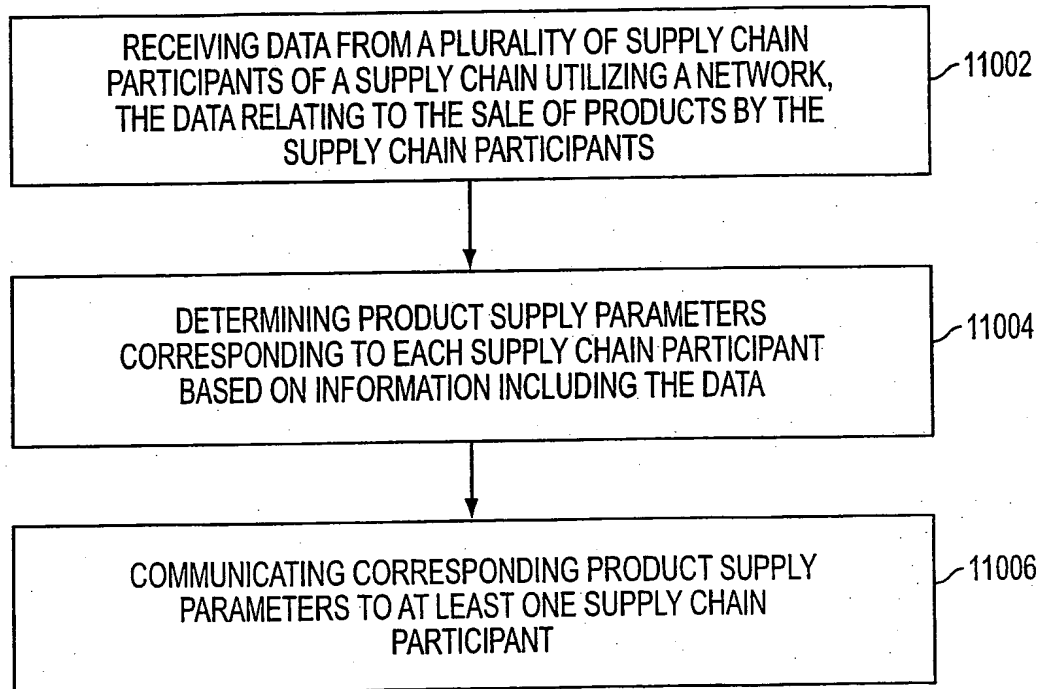


FIG. 110

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11100

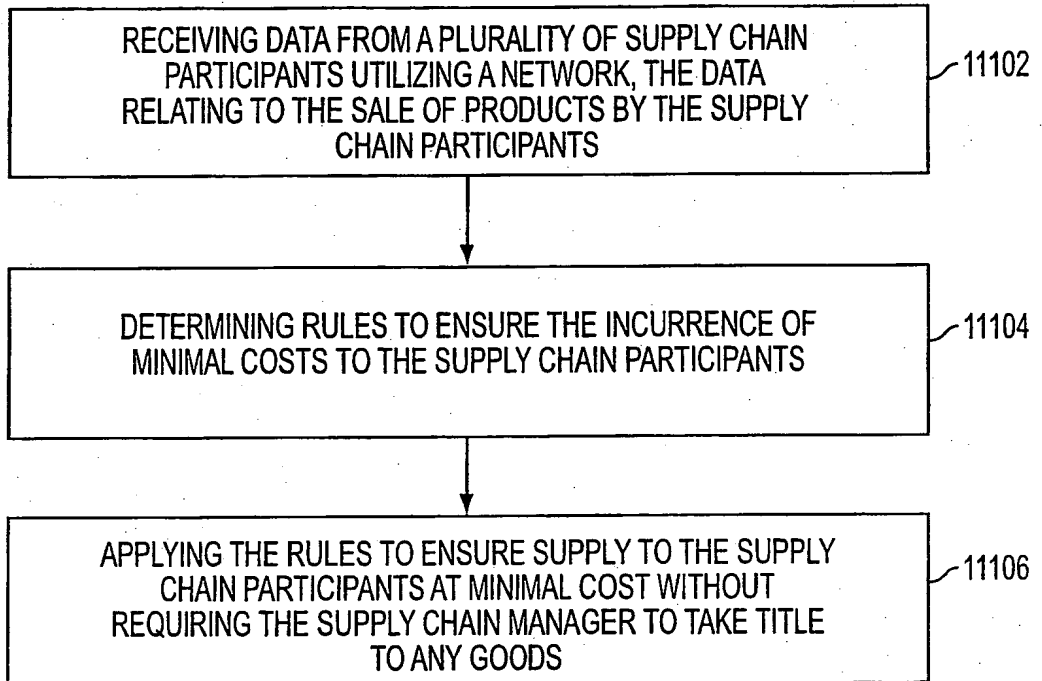


FIG. 111

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11200
↙

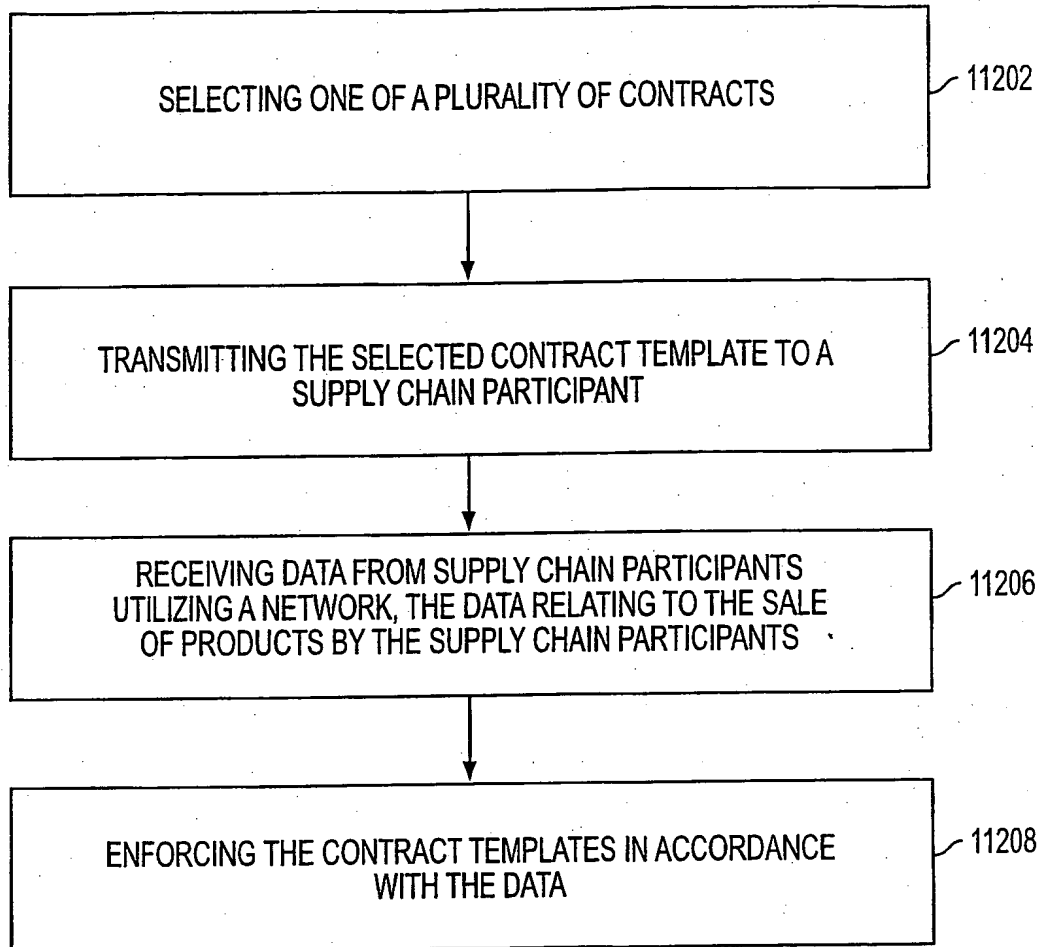


FIG. 112

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11300

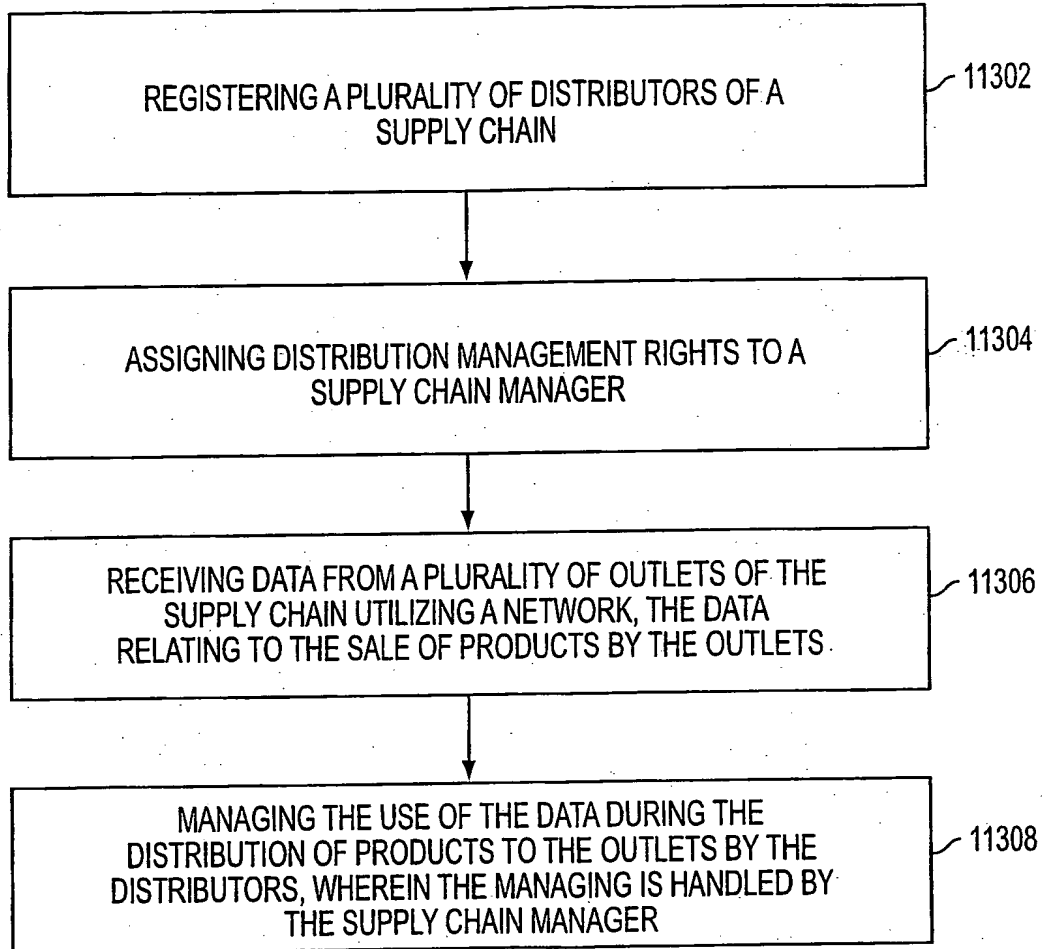


FIG. 113

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11400

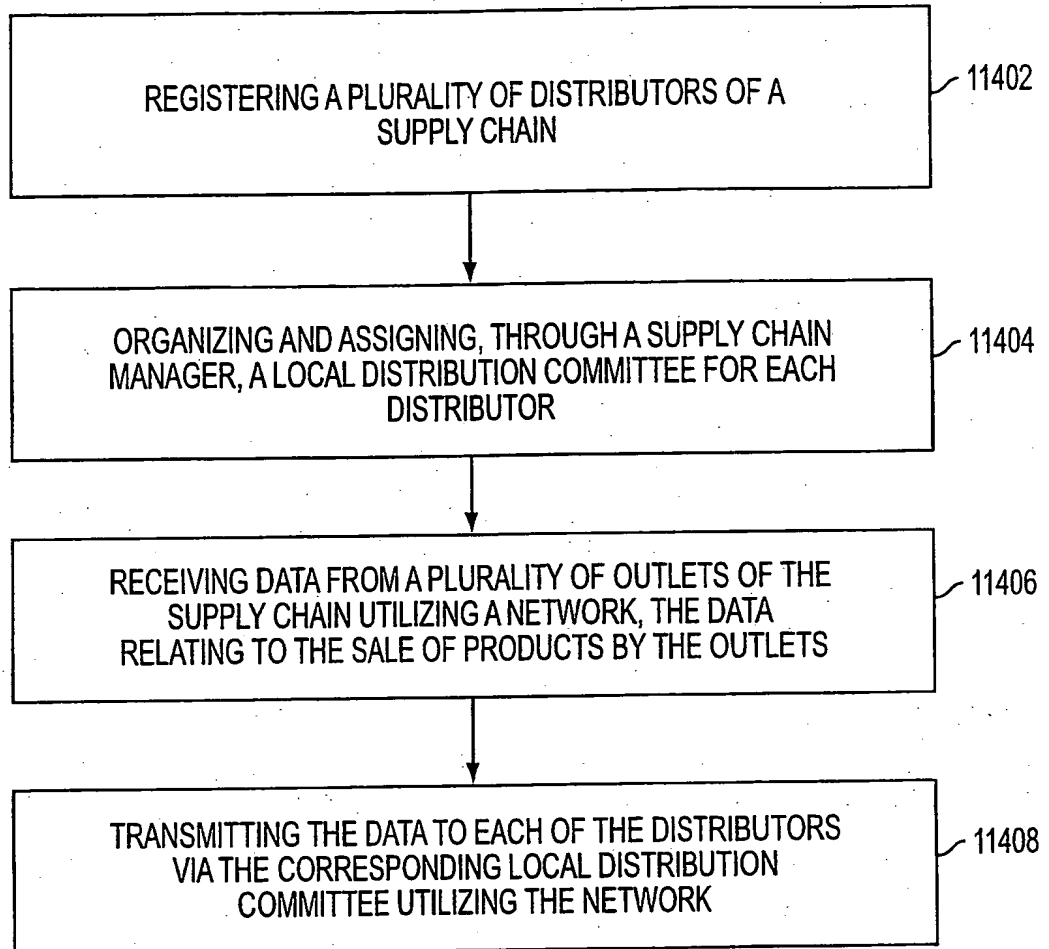


FIG. 114

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11500

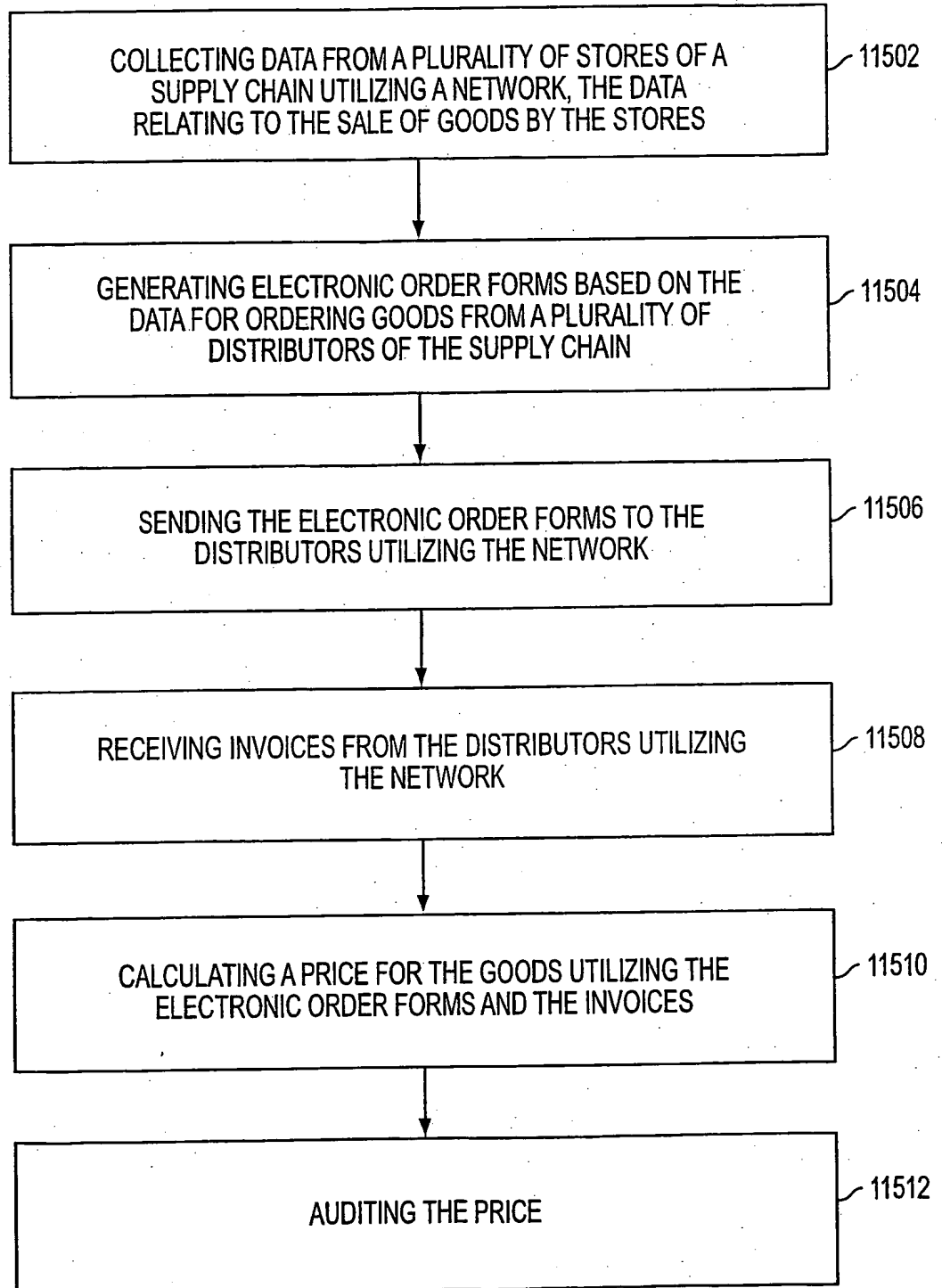


FIG. 115

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11600

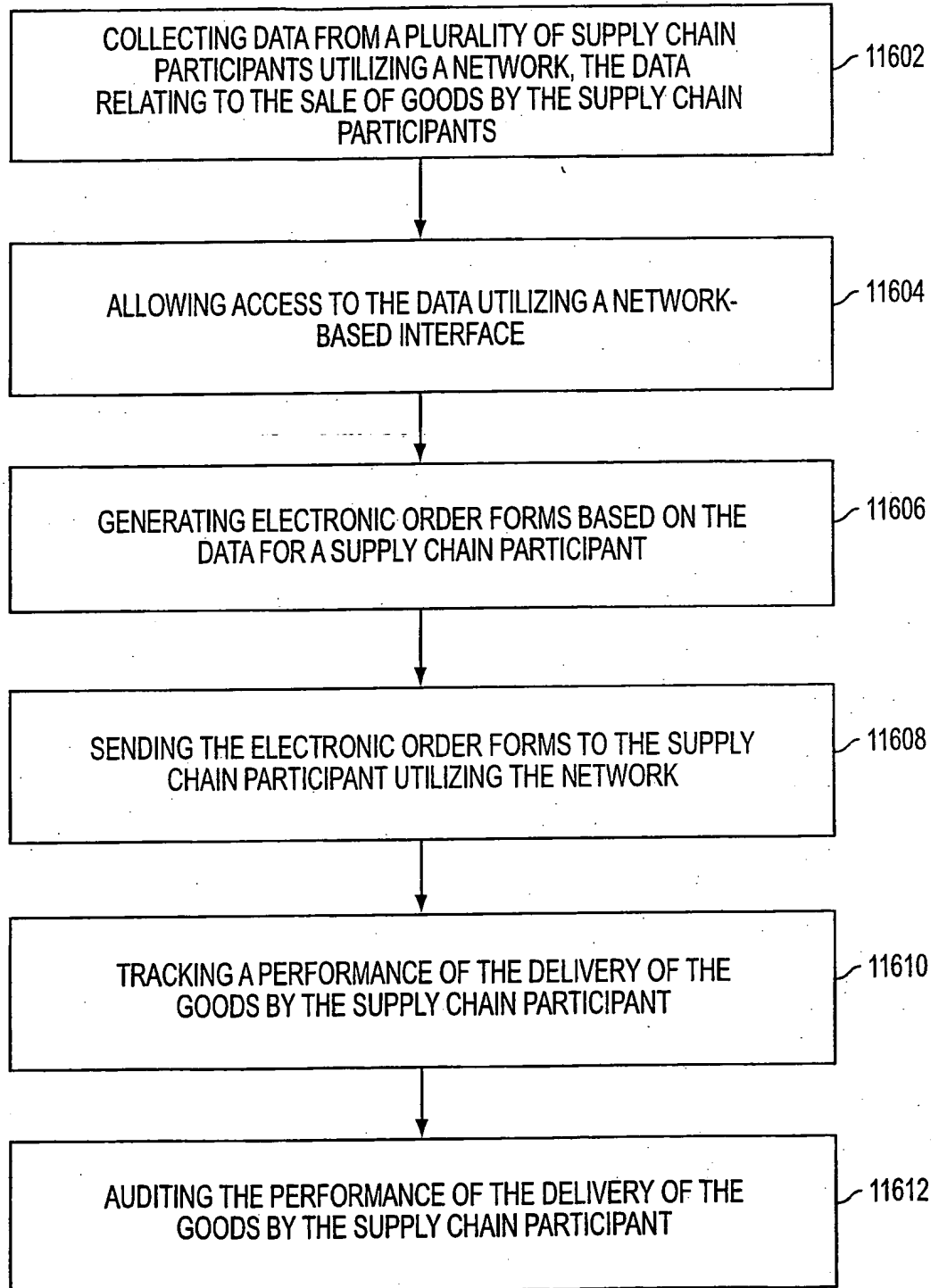


FIG. 116

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11700

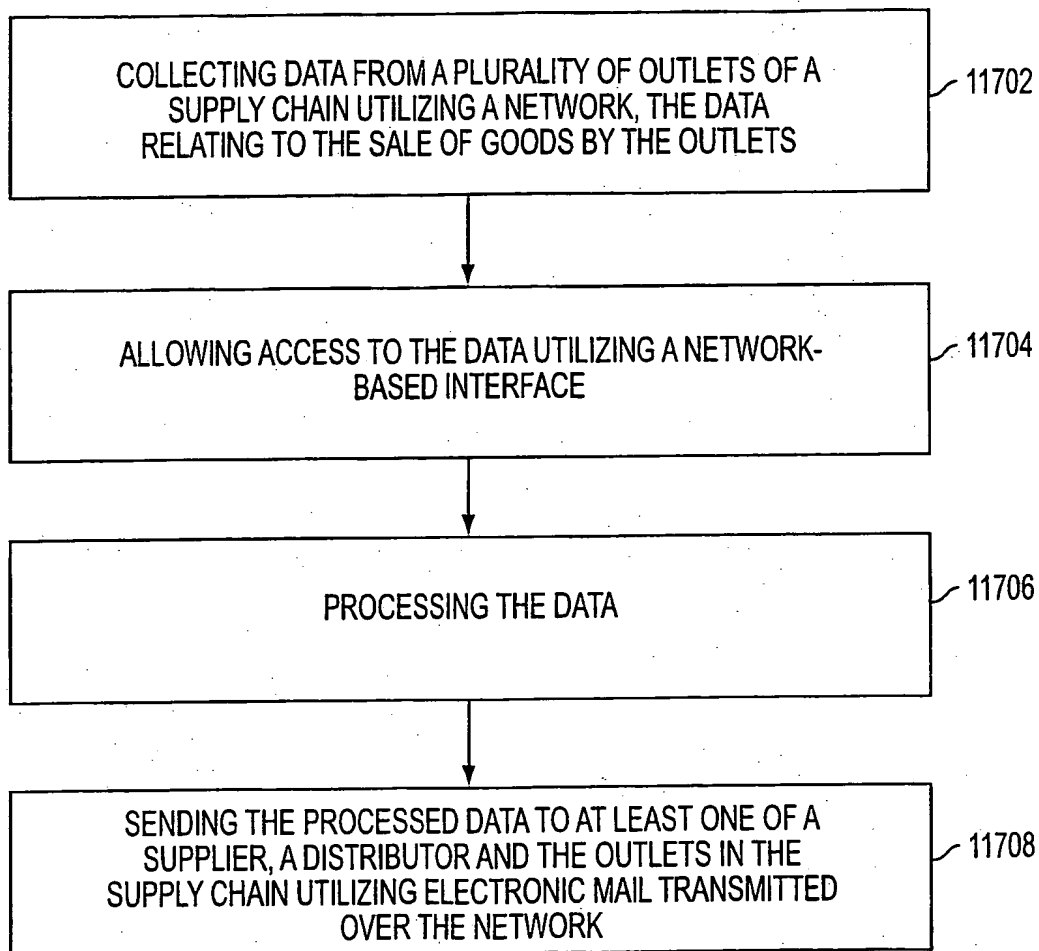


FIG. 117

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11800
↘

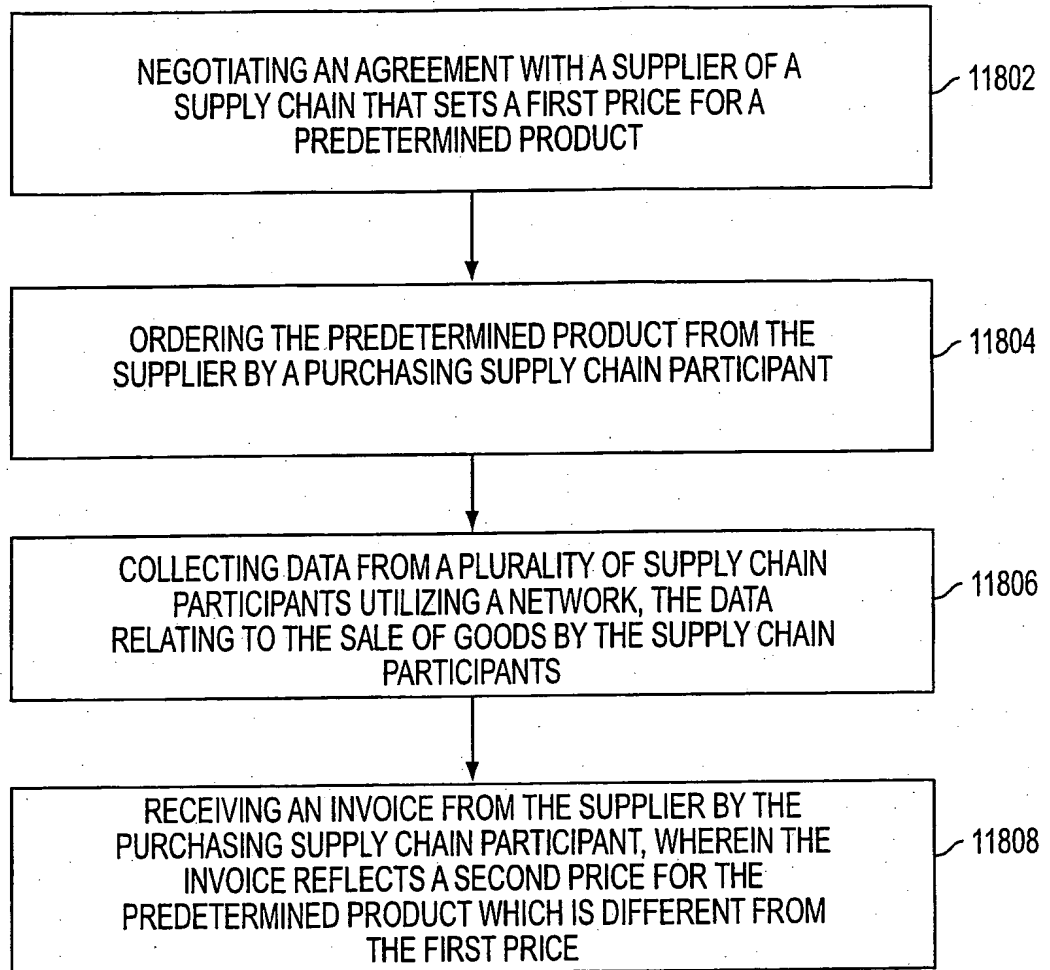


FIG. 118

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11900

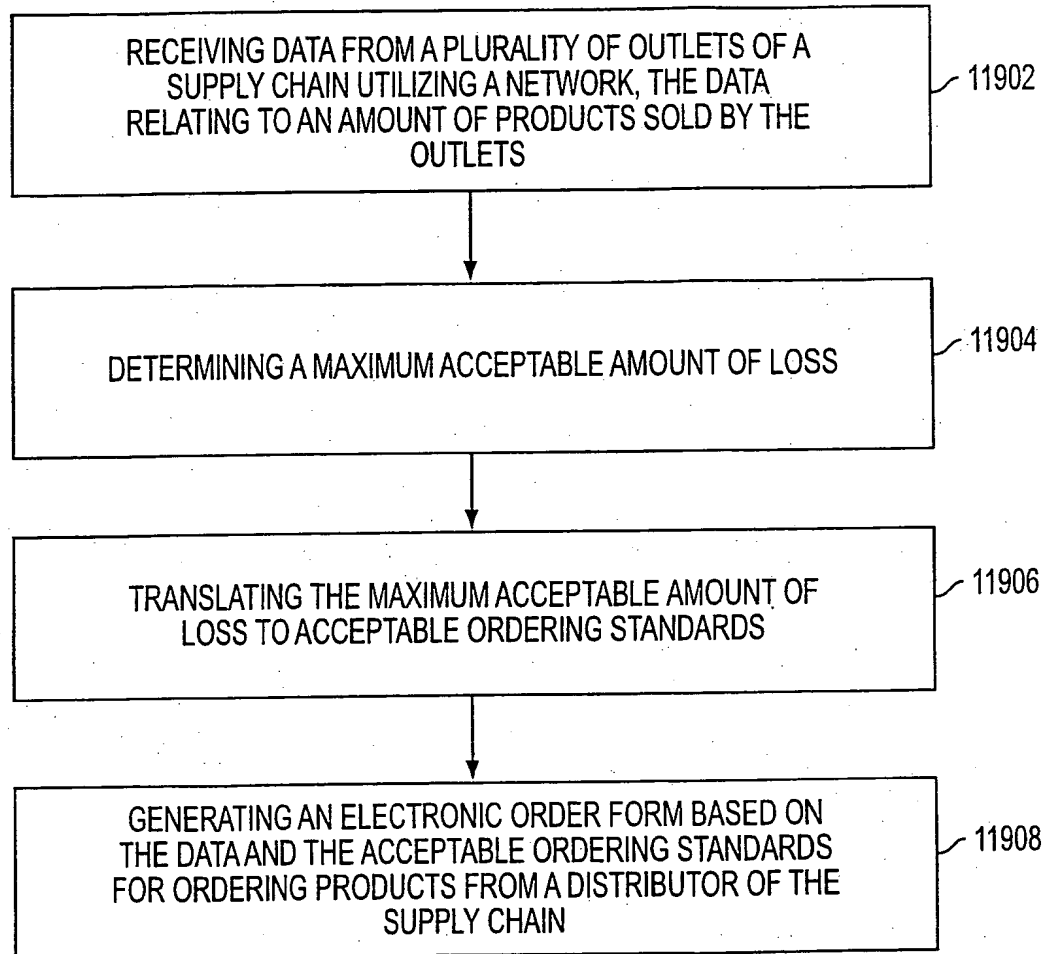


FIG. 119

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12000

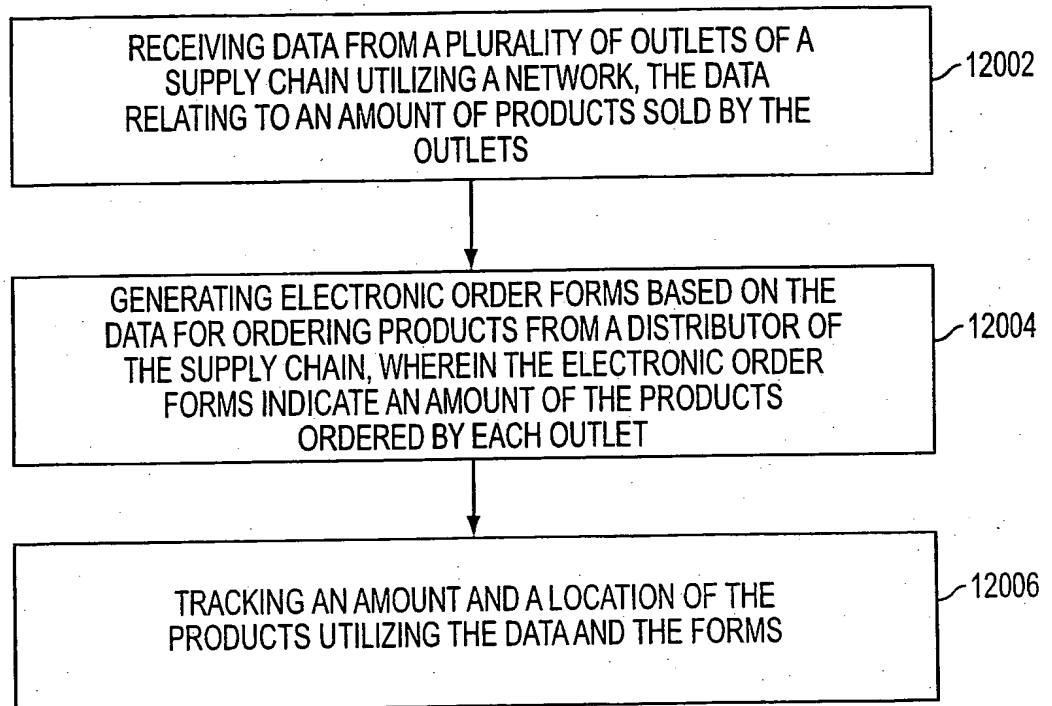


FIG. 120

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12100

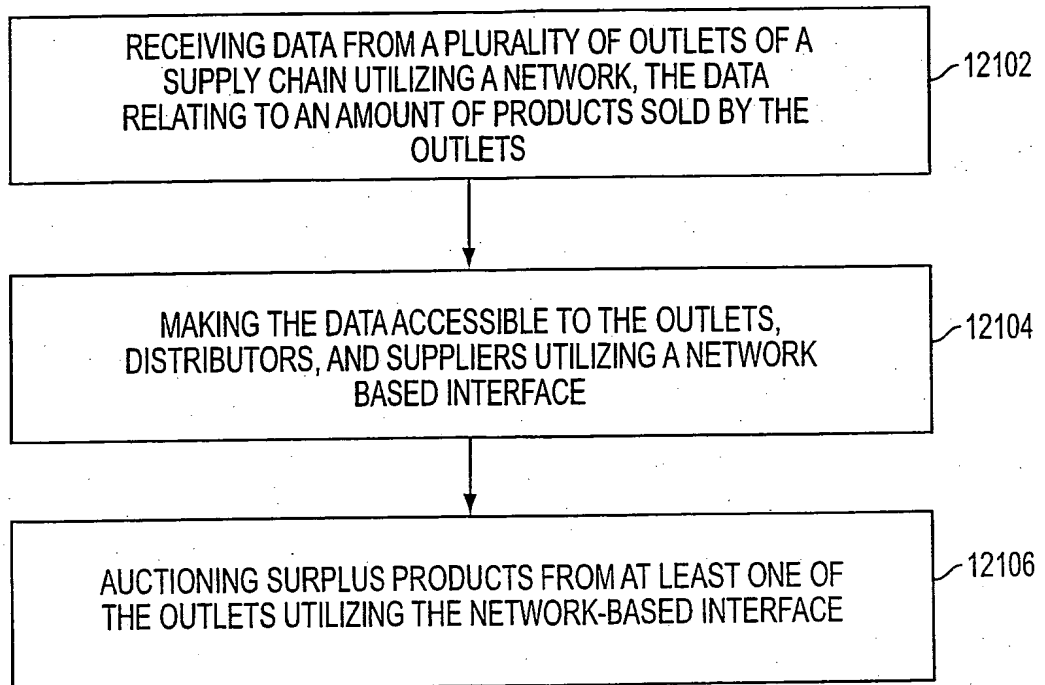


FIG. 121

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12200

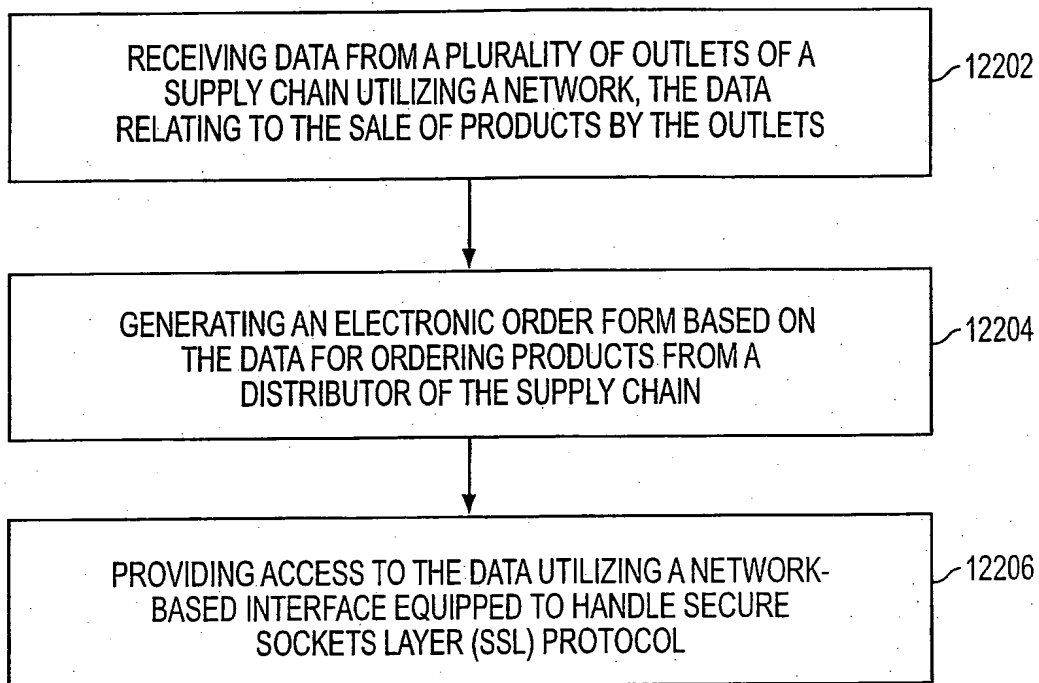


FIG. 122

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12300
↘

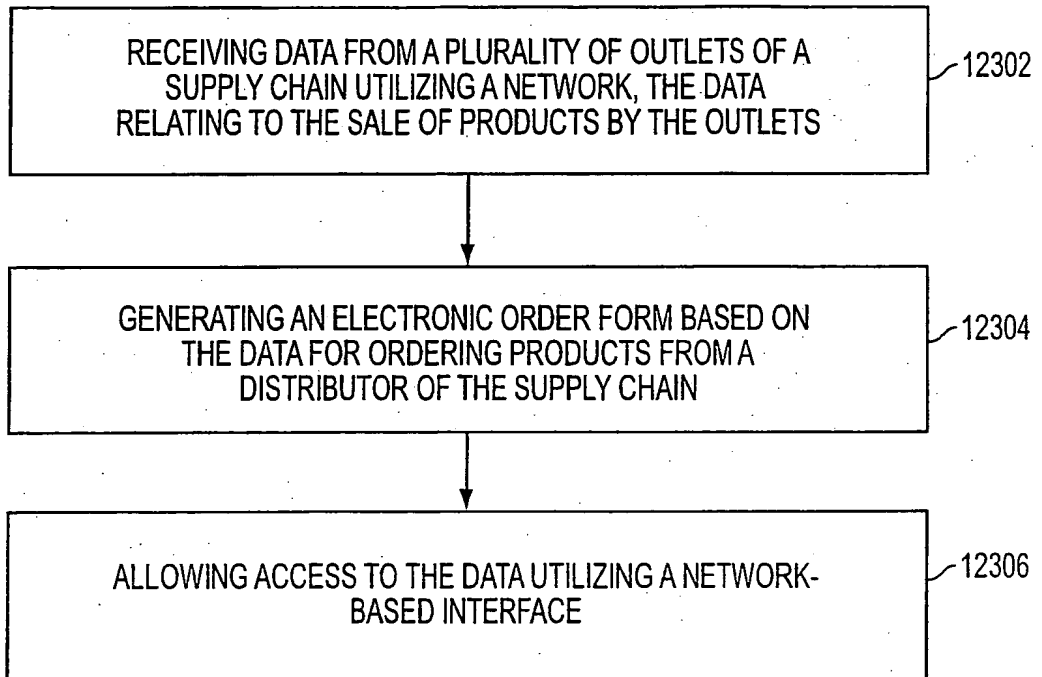


FIG. 123

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12400
↘

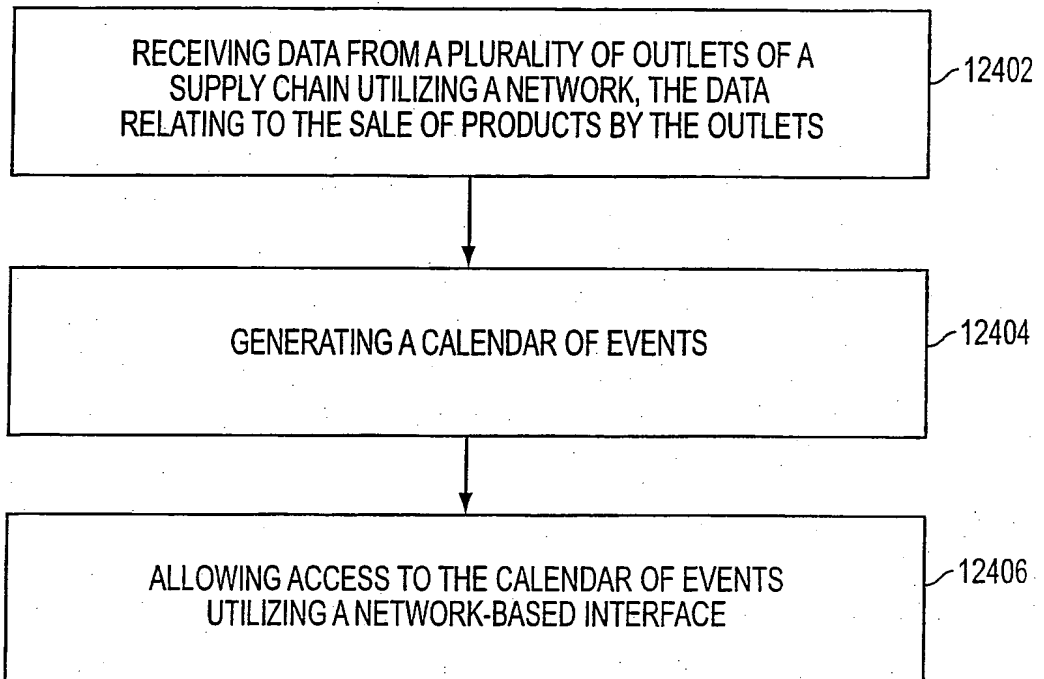
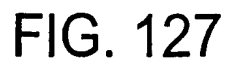
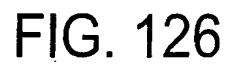
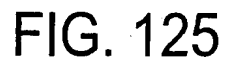


FIG. 124



132/195

12800
↙

LANDED COST BY DISTRIBUTION CENTER

ITEM	INV FOB	FREIGHT	LANDED	ROUTING
BAG - MEDIUM	4.85	0.23	5.08	TL
BAG - LARGE	6.7	0.23	6.93	TL
BISCUITS - FROZEN	12.33	1.15	13.48	TL
BRUSH - POT, LONG HANDLE	40.2	2.02	42.22	TL
BRUSH - POT, SHORT HANDLE	24	1.39	25.39	TL
CARTON - BREAKFAST	16.59	1.1	17.69	RDC
CARTON - LARGE FRY	29.91	0.81	30.72	RDC
CARTON - MEDIUM FRY	18.92	0.73	19.65	TLMIN

FIG. 128

133/195

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCHE(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

134/195

13100

Site Information	Site Id: 17355	Site Role: FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name: <input type="text"/>
Status:	Active <input type="button" value="v"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

135/195

13300

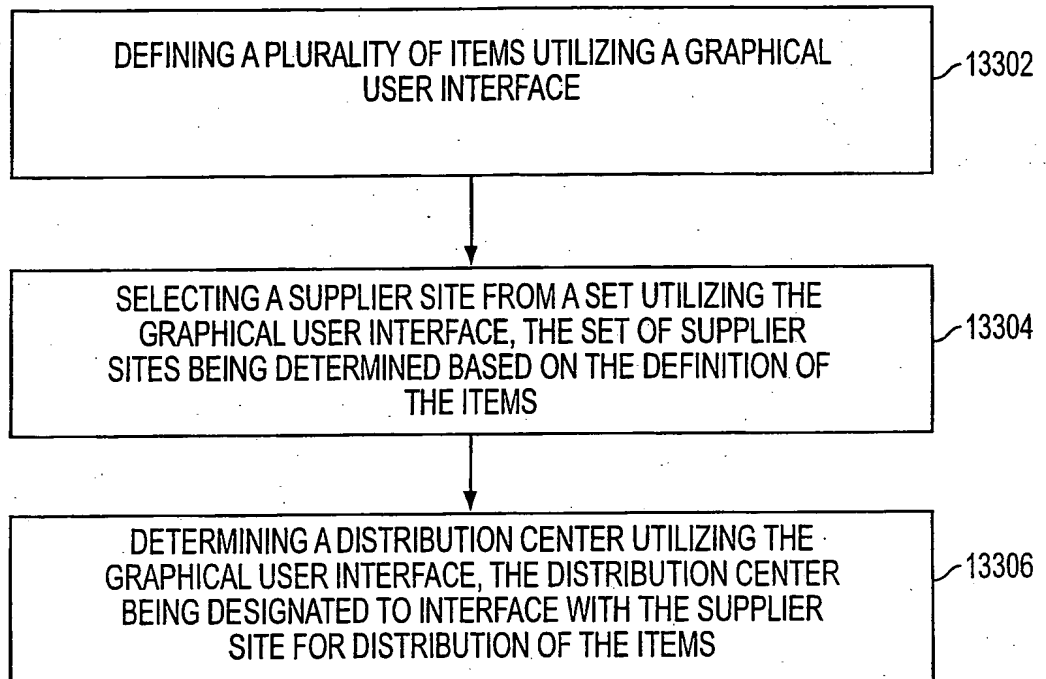


FIG. 133

136/195

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes	<input checked="" type="radio"/> No	Apply By:	Cell	<input type="button" value="v"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

137/195

13800

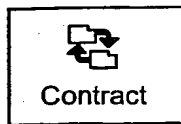


FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
TRUCK	83,600
TRUCK	215,040

FIG. 140

14200

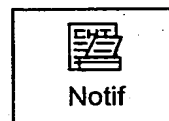


FIG. 142

14100

<u>O</u> ptions	<u>W</u> indow	<u>H</u> elp
<u>V</u> erify Contract <u>L</u> ink <u>M</u> atrix Status Price Notification - Standard Price Notification - DC's Supplier <u>C</u> onfirmation...		

FIG. 141

14300

<u>C</u> ost	▶	<u>E</u> dit / View ...	F3
<u>C</u> ommodities	▶	New (using previous matrix) ...	F4
<u>V</u> endor Rating	▶	New (build matrix) ...	F5
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

138/195

14400

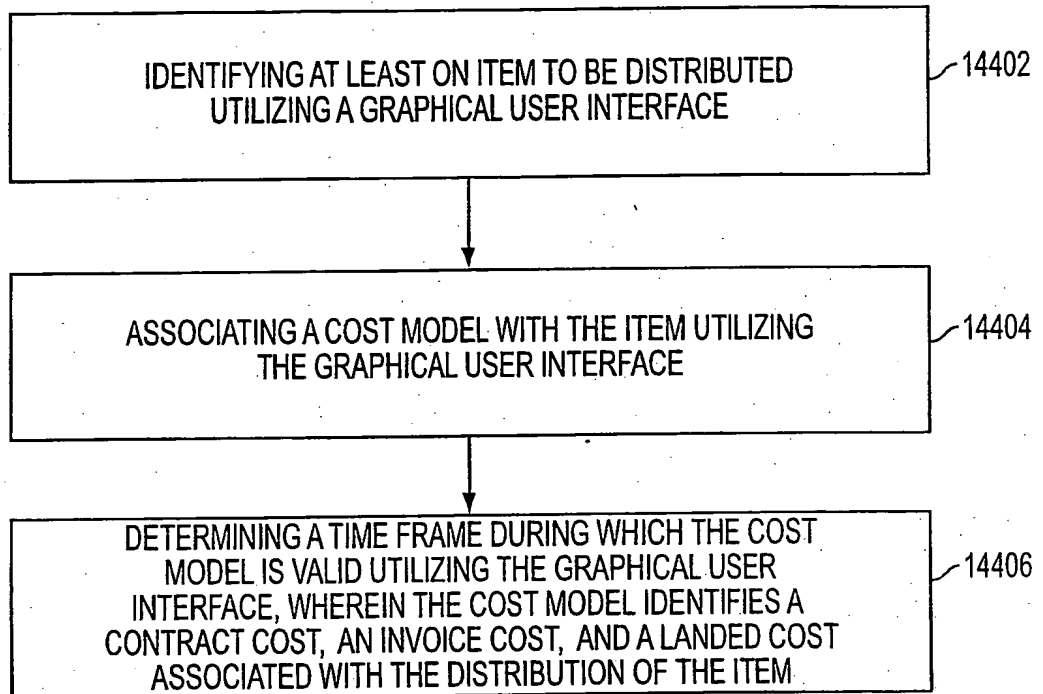


FIG. 144

139/195

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS		
Initial Buyer Name:	Jamie Hersh	Current Buyer Name:	Chris Stainton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800

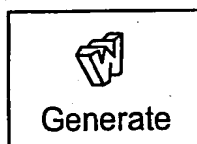


FIG. 148

14900



FIG. 149

15000

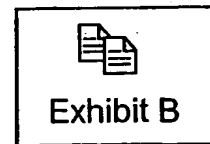


FIG. 150

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15100

<input type="checkbox"/> Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

<u>O</u> ptions	<u>W</u> indow	<u>H</u> elp
New <u>I</u> tems...		
<u>D</u> elete Item...		
Exhibit <u>A</u>		
Exhibits <u>B</u>		
Exhibits <u>C</u>		
<u>R</u> eplacement Exhibit B		

FIG. 152

15300


 Exhibit C
--

FIG. 153

141/195

15400

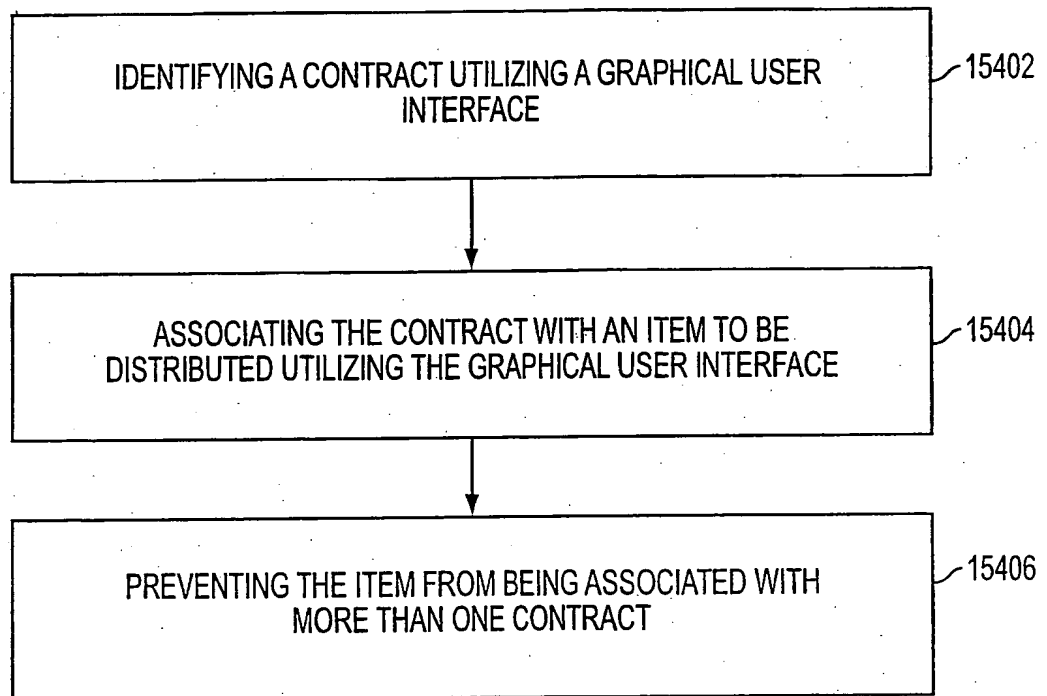


FIG. 154





RSI Sup									
File	Supply	Patronage	Sales/Inv	Utilities	Window				
 Supplier	Supplier ...		Cost	 Contract	 Rolodex	 Restaurant	15500		
	Supplier Site ...								
	Distributor ...		15502						
	DC ...								
	Item ▶								
Proposal		Edit / New ...							
Least Cost Analysis		New Using Previous							
Contract ...									

FIG. 155

143/195

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
Proposal Information								
Proposal ID: 1021			Proposal Due Date: 06/12/97					
Proposal Name: Foam Hot Cups & Polystyrene Lids			Contract Begin Date: 07/01/97					
Buyer Name: Dennis Clabby			Contract End Date: 06/30/98					
Actions								
#:	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

144/195

15700

New Action

Delete Act.

Print Act.

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description	
CUP-HOT	
LID-HOT 12/16 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

> >> << <

FIG. 158

145/195

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonnaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonnaise Components

FIG. 160

146/195

161000

Item		Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER		5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY		7.00%	37.00	1.09	
CHICKEN-TENDERS		0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

147/195

16200

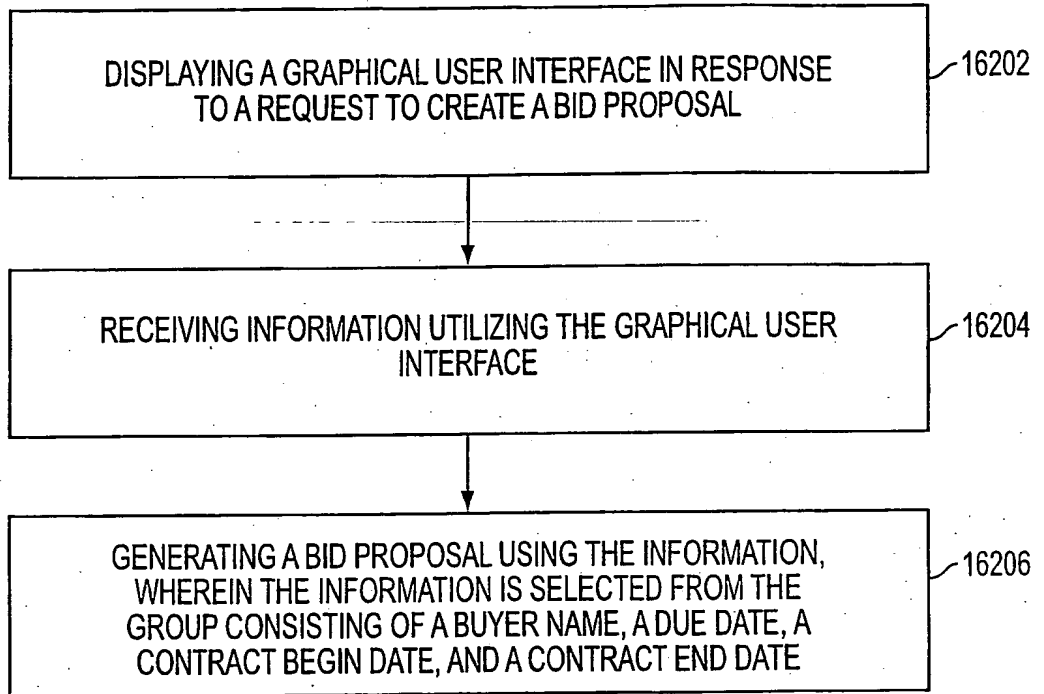


FIG. 162

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16300

Templates	Create Bid
-----------	------------

FIG. 163

16400

<i>Report Name</i>	<i>Supply</i>	<i>MS</i> <i>Word</i>	<i>Editable</i> <i>Y/N</i>
<u>Bid Proposal Cover Letter</u>		?	Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

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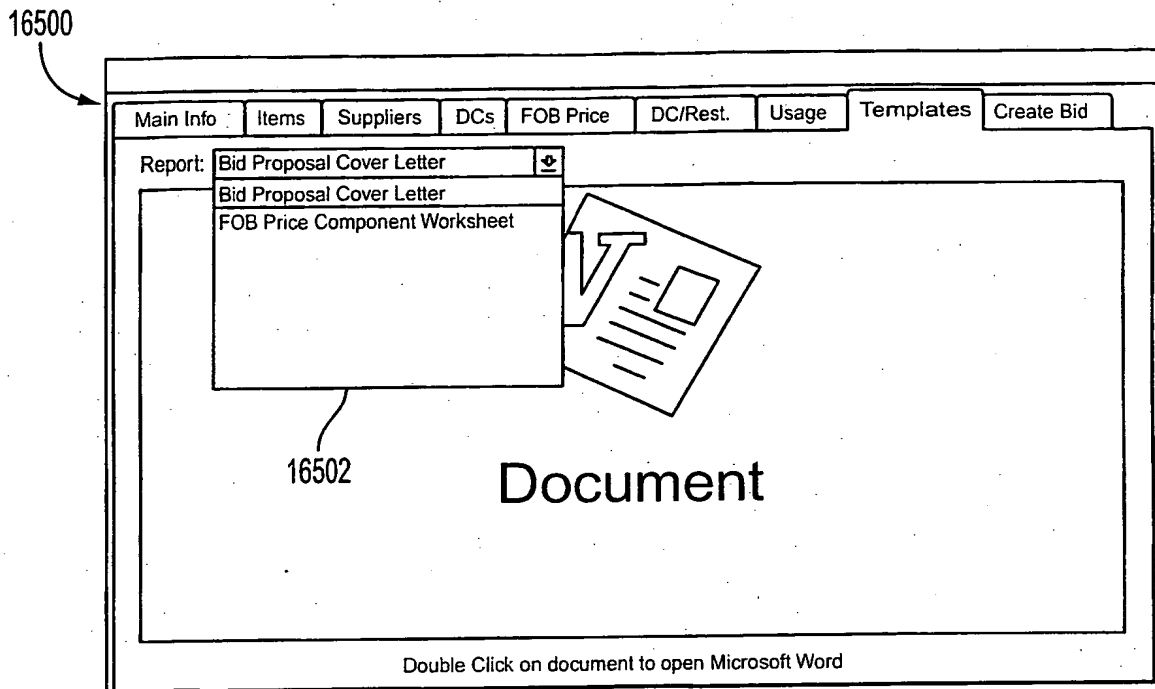


FIG. 165

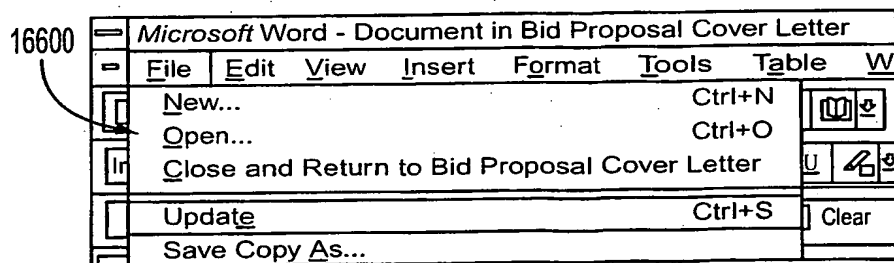


FIG. 166

150/195

16700

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	Create Bid
-----------	-------	-----------	-----	-----------	----------	-------	-----------	------------

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter! <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800


 Create Bid

FIG. 168

16900

Report:	Item Information Worksheet Bid Proposal Cover Letter FOB Price Component Worksheet General Terms & Conditions Item Information Worksheet LTL Freight Worksheet Sample Supply Agreement Supplier Facility Worksheet	Supplier: (all) Restaurant Services, Inc. Item Information Worksheet ATTY DS
---------	---	--

FIG. 169

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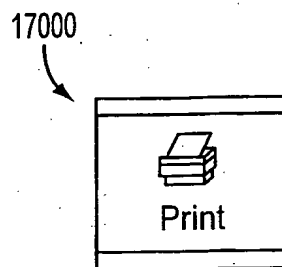


FIG. 170

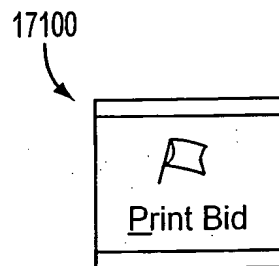


FIG. 171

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17200

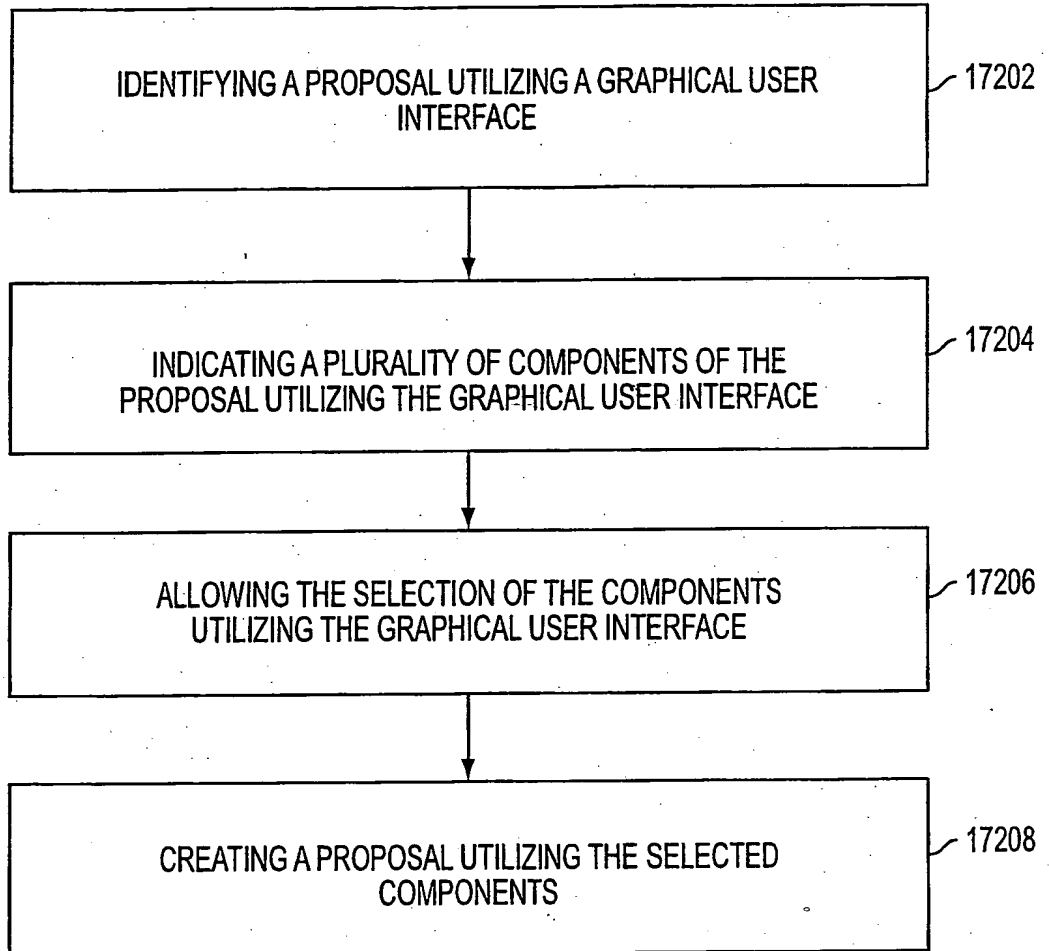


FIG. 172

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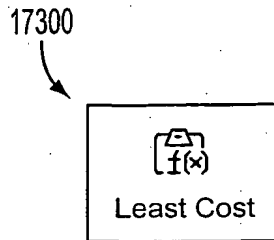


FIG. 173

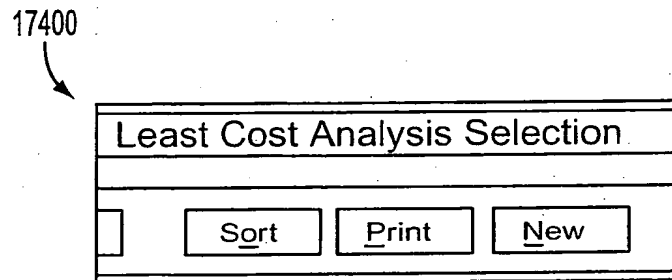


FIG. 174

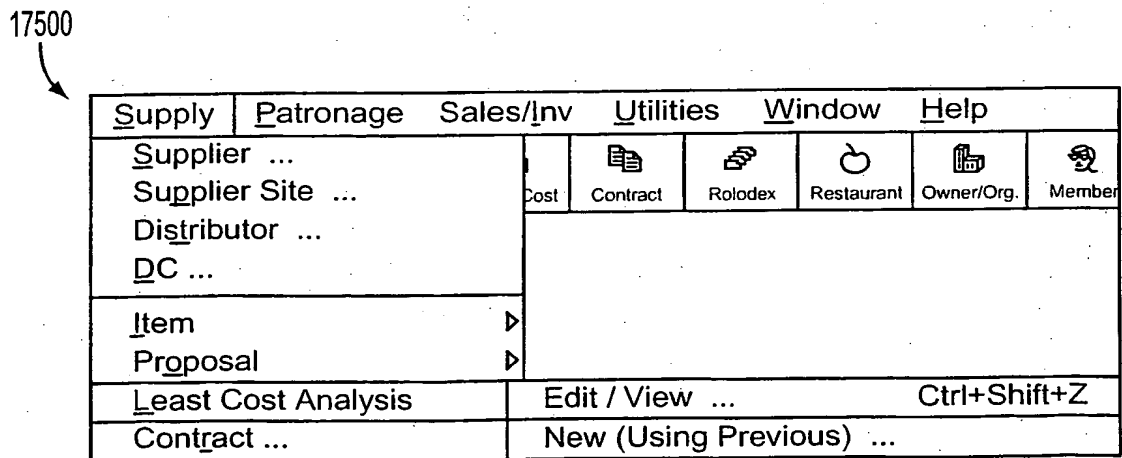



FIG. 175

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Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

FIG. 176

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17700

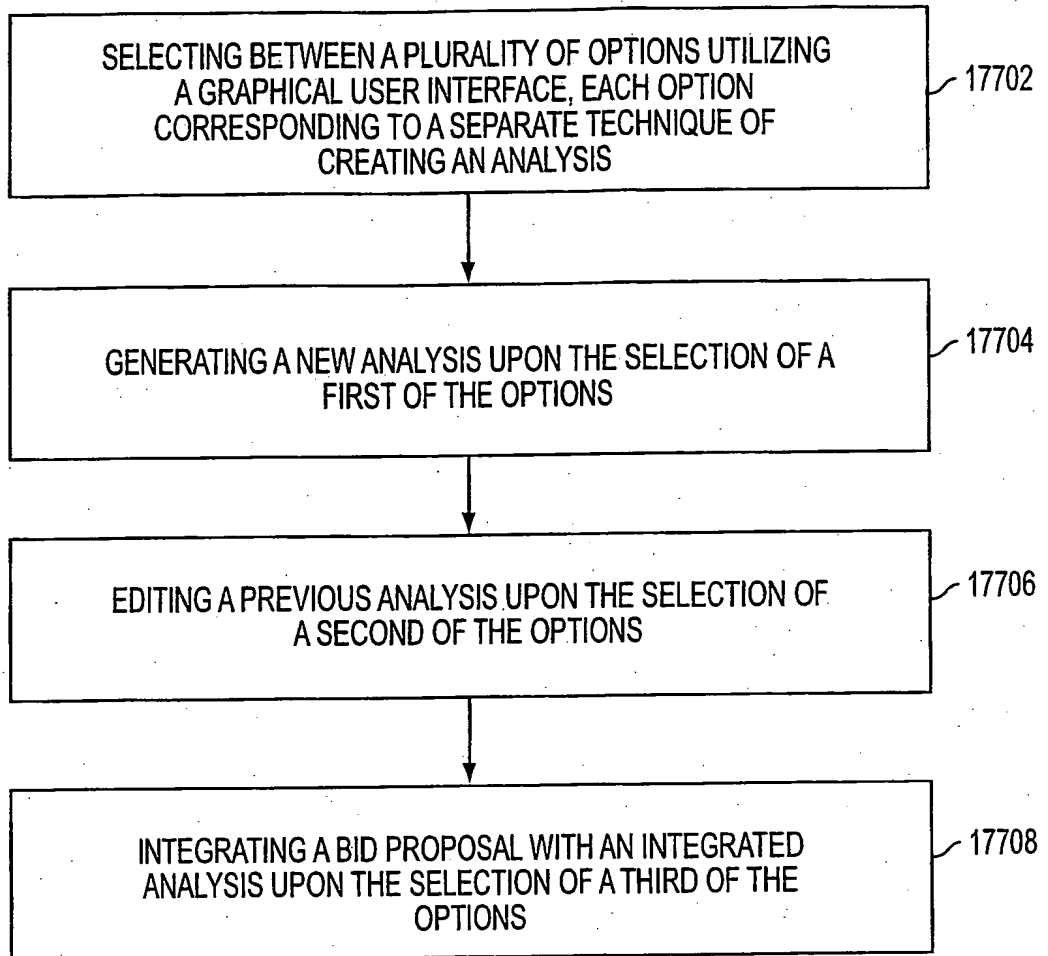


FIG. 177

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17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby ▼		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S) ▼		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC?	One FOB ▲▼	
What is pricing method for this version?	FOB + Freight ▼	
What is the RSI Invoice FOB Upcharge (Downcharge)?	0.0000	
Override RDC Truckload Validation?	No ▼	
Solution Strategy:	Standard ▼	Last Revision: 9/15/97 1:04 PM

FIG. 179

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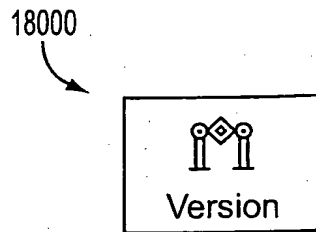


FIG. 180

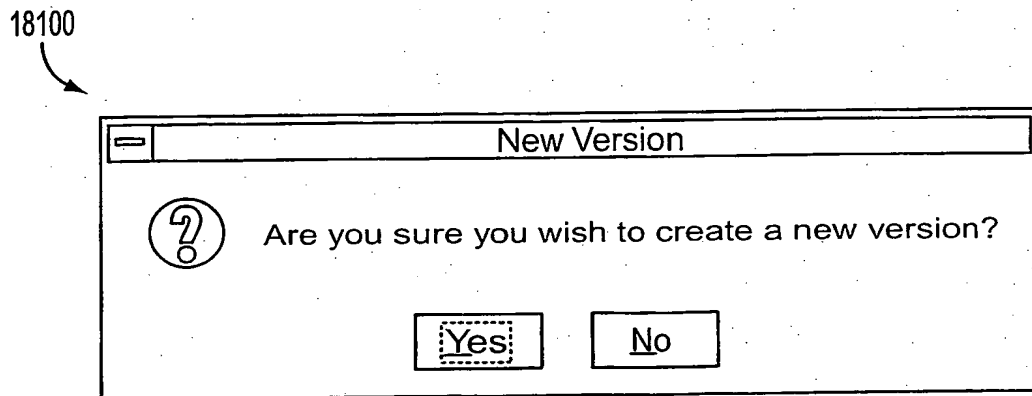


FIG. 181

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18200

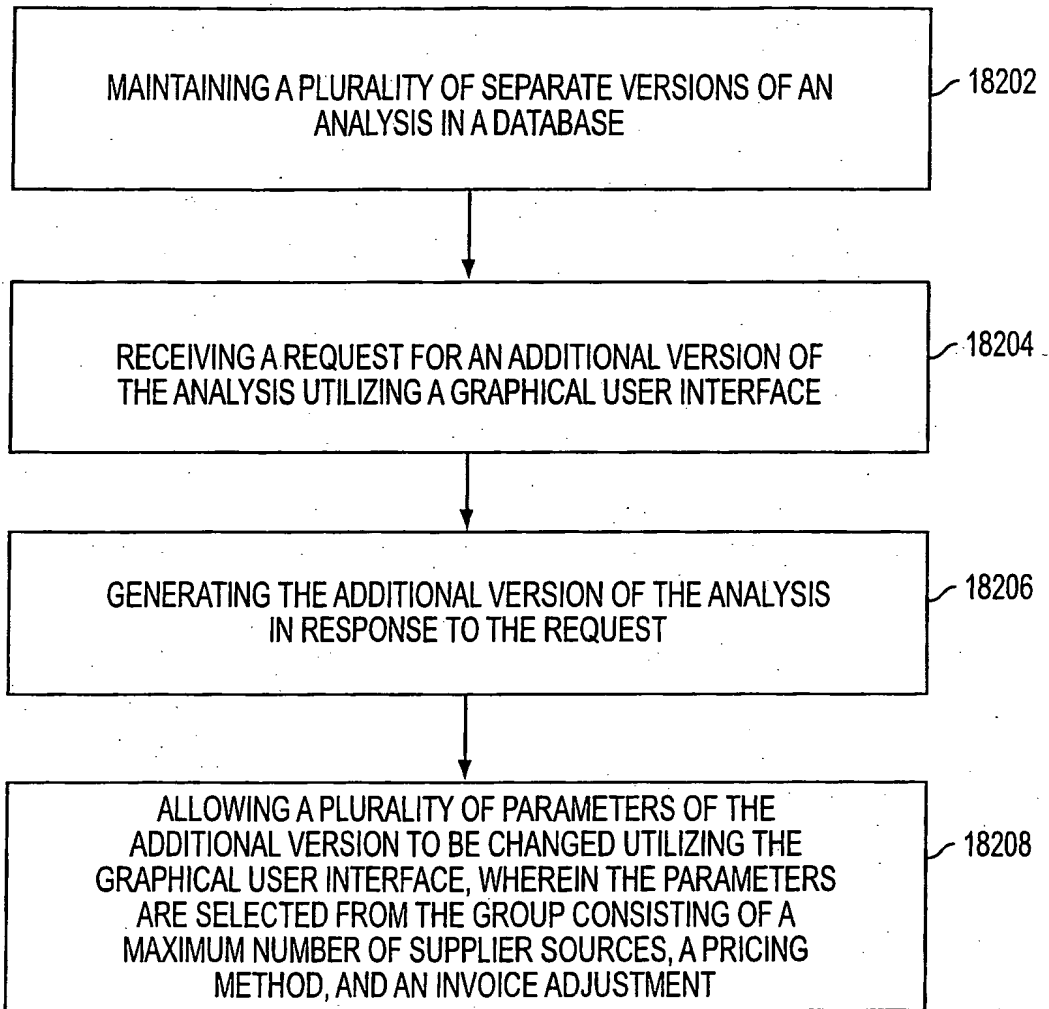


FIG. 182

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18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVIL IL

7 Rows Selected

18302

FIG. 183

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18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

161/195

18500

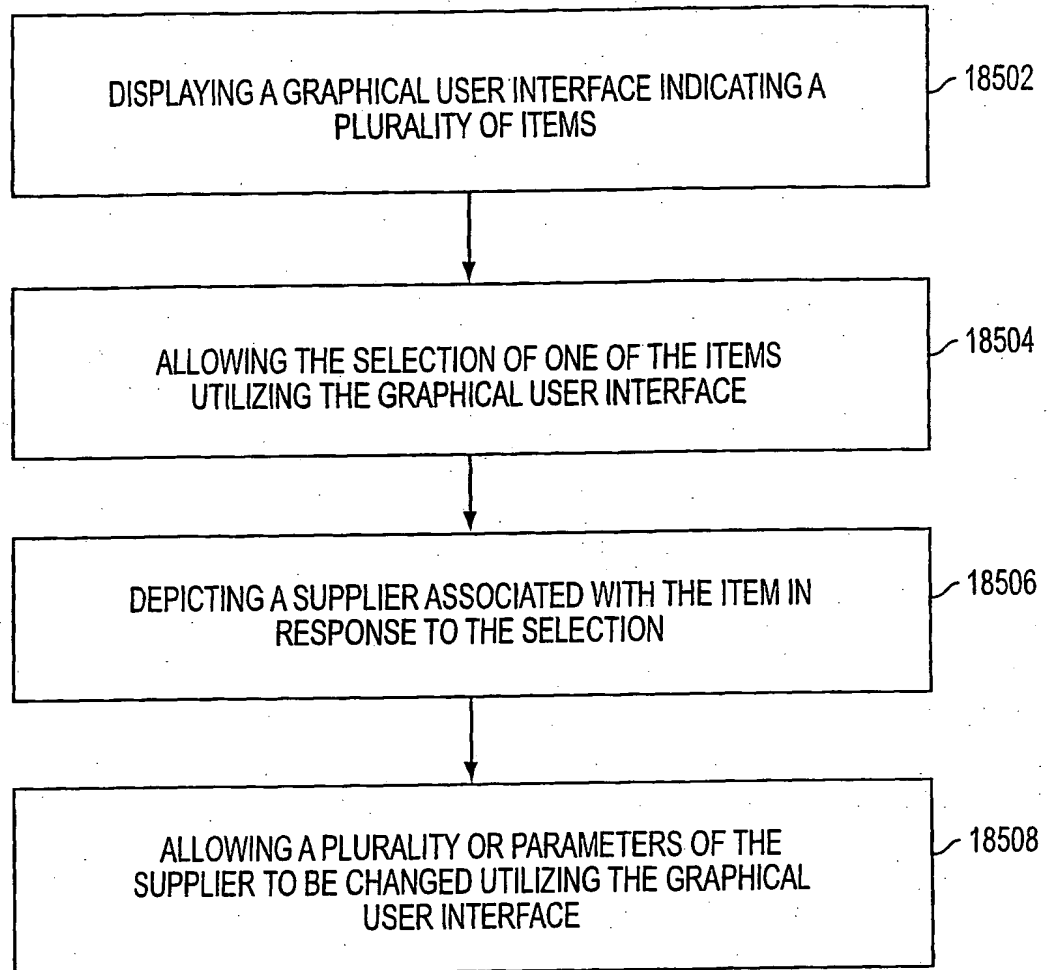


FIG. 185

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18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCH(S)		Net Weight:	27.28 POUND(S)

FIG. 186

18700

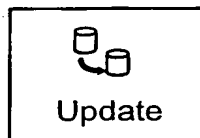


FIG. 187

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18800

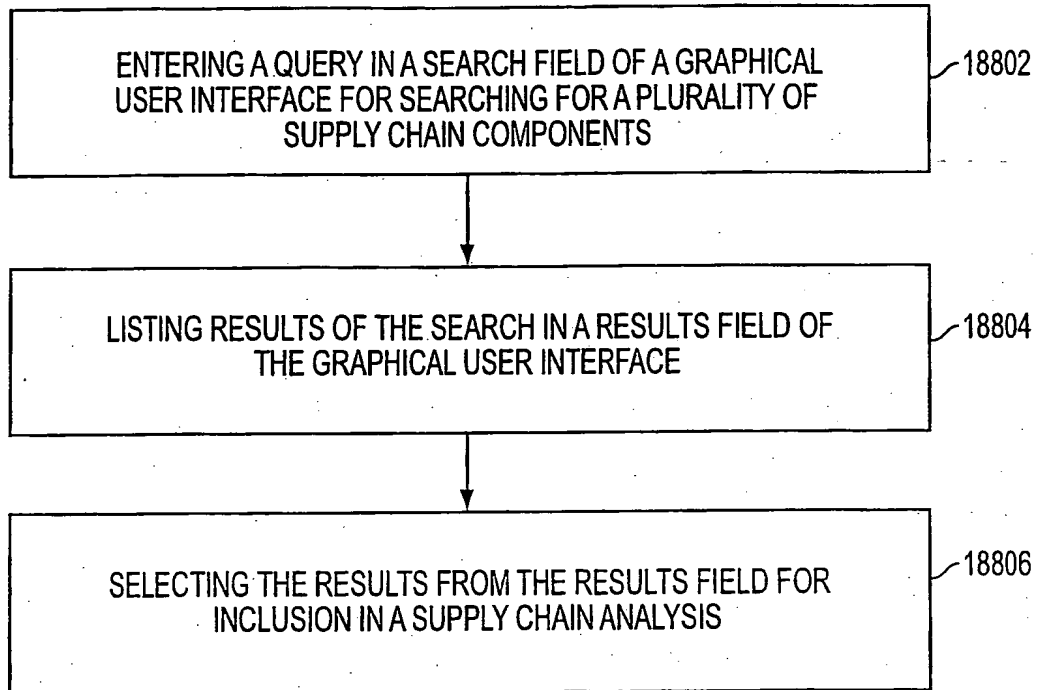


FIG. 188

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18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include		↑
CAVENDISH FARMS	↓	Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No		
J.R. SIMPLOT COMPANY	↓	Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No		
LAMB-WESTON, INC.	↓	Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No		↓
Supplier FOB			Minimum	Maximum	Include		
LAMB-WESTON, INC. -PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No		
LAMB-WESTON, INC. -RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No		
LAMB-WESTON, INC. -AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No		

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include		↑
MCCAIN FOODS	↓	Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No		
NESTLE FOOD COMPANY	↓	Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No		
ORE-IDA FOODS	↓	Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No		↓
Supplier FOB			Minimum	Maximum	Include		
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No		
MCCAIN FOODS,LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No		
MCCAIN FOODS, INC-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No		

FIG. 190

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19100

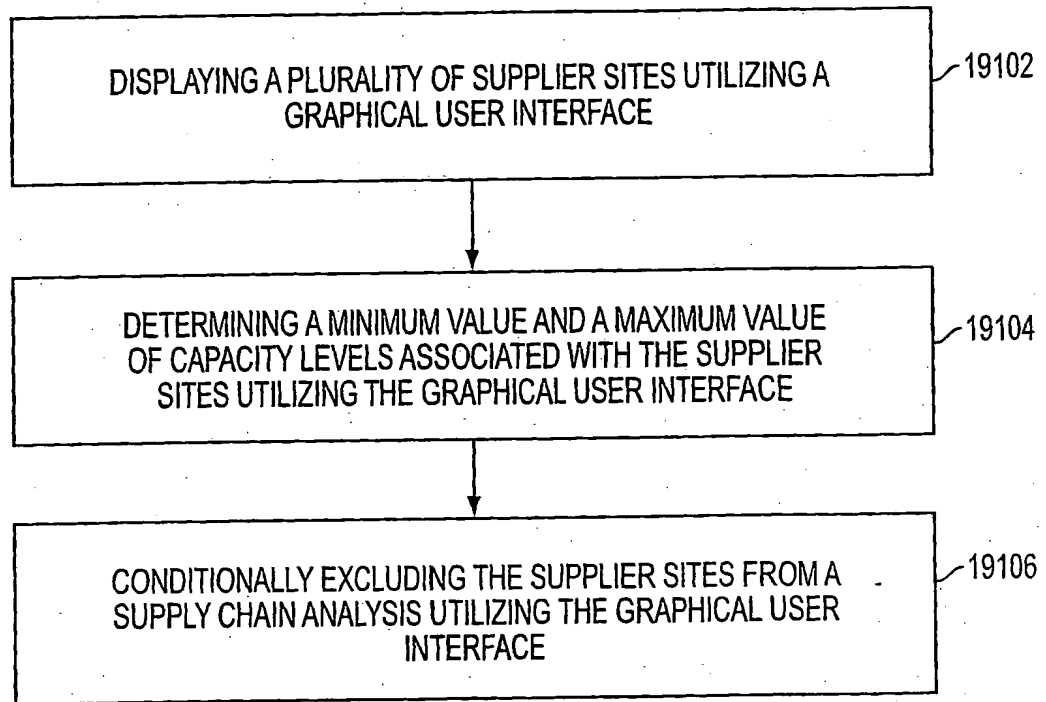


FIG. 191

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19200

Supplier	#	Volume			↕
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSEFOODS	0				
SUPERIOR COFFEE & FOODS	0				↕
Supplier FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

FIG. 192

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19300

Supplier	#	Volume				⬆
SSI FOOD SERVICES	0					
TEXAS AMERICAN FOOD SERVICE	0					
WHITEFORD FOODS	0					⬇
Supplier FOB	Item	Cont FOB	#	Volume		
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0			
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000		
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000		

FIG. 193

19400

Supplier	#	Volume				⬆
VENTURA FOODS	0					
VENTURA FOODS	1	100,000				
Supplier FOB	Item	Cont FOB	#	Volume		
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0			
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1			
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0			
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1			
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0			
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1			
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0			
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1			

FIG. 194

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19500

Item Description		Supplier FOB		↑	
FRIES-COATED		CAVENDISH-PRINCE EDWARD			
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON			
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA			
Distribution Center		Delivered	#	Volume	↑
AMERISERVE-OMAHA, NE		0.3750	0	0	
AMERISERVE-PLYMOUTH, MN		0.3850	0	0	
AMERISERVE-WAUKESHA		0.3670	0	0	
FLEMING FOODS-KAPOLEI		0.4725	0	0	
KING PROVISION-ATLANTA		0.3950	0	0	

FIG. 195

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19600

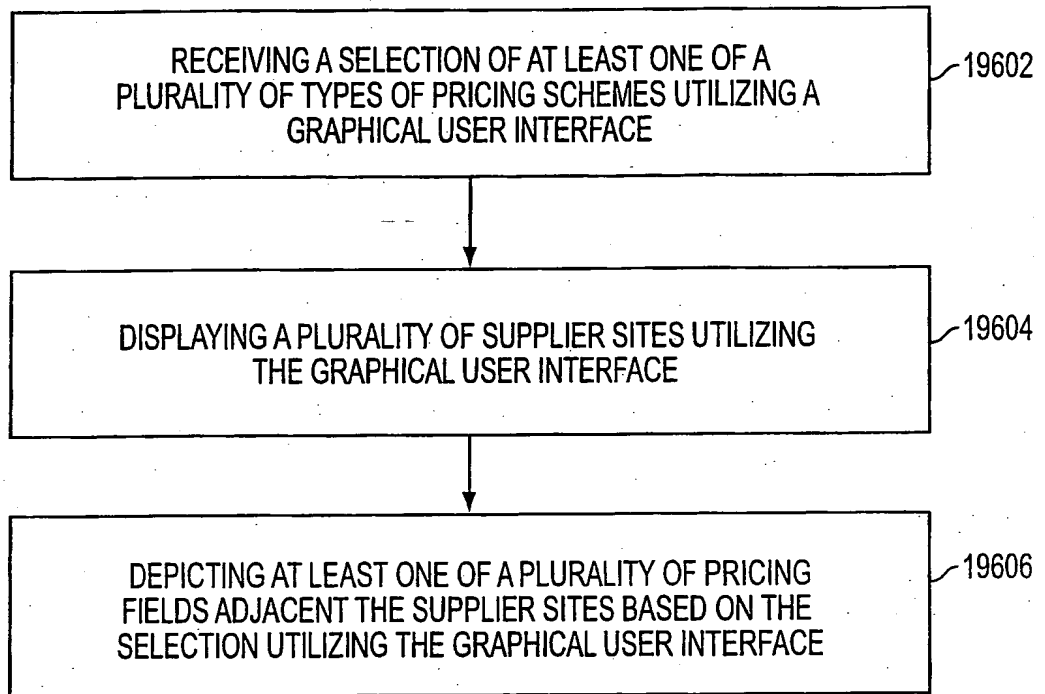


FIG. 196

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19700

Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
19702			
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE\POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE\POST-DENVER	35	5.00%	37
AMERISERVE\POST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage		↑
AMER-OMAHA	44,035	166	98.49%	24.12	4.00%	49,205		
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823		
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909		

FIG. 198

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19900

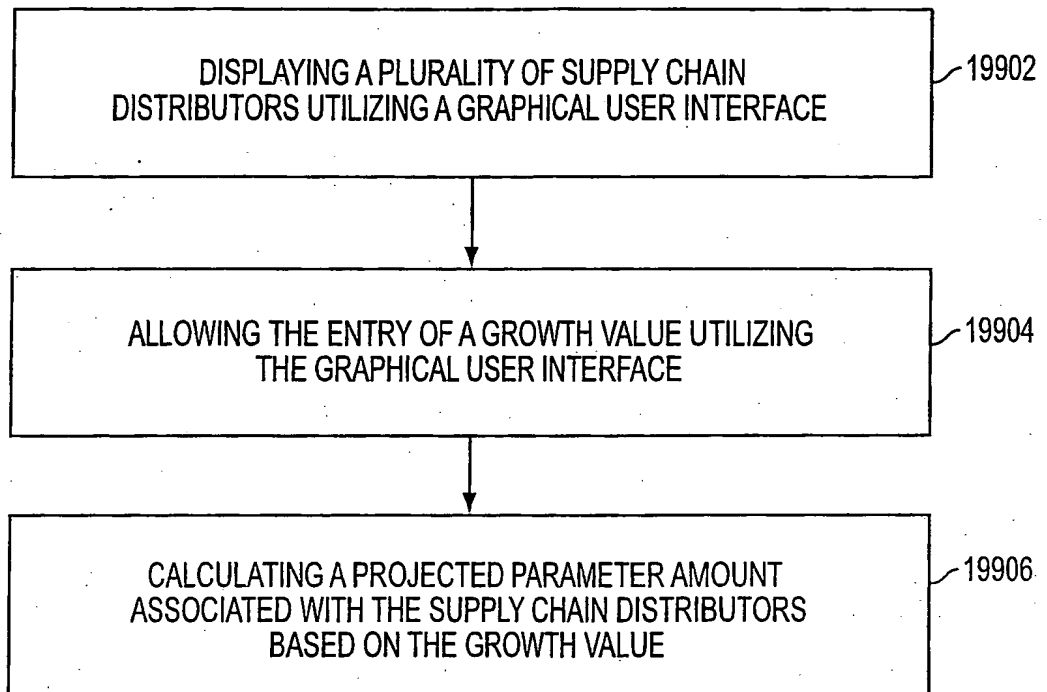


FIG. 199

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20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	

Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE\POST-SALT LAKE,UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

FIG. 200

20100


Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	

Distribution Center	Lane Restriction		
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	

FIG. 201

20200

-
Invalid Selection



AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

173/195

20300

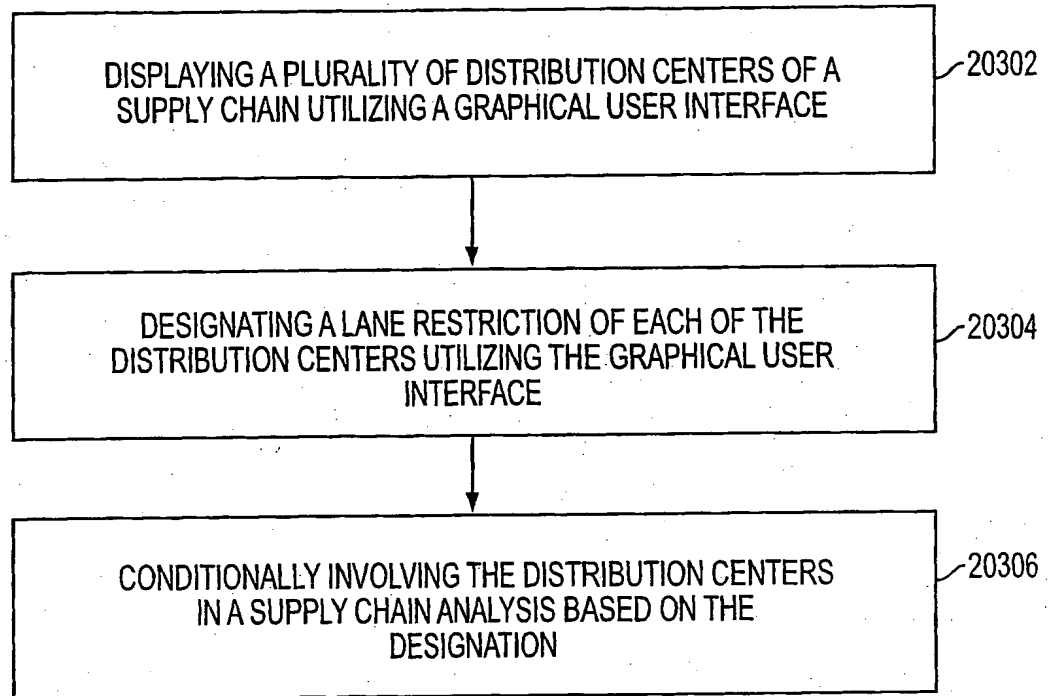


FIG. 203

1/4/195

20400

Supplier FOB		Address		↑
CAVENDISH FARMS		Dieppe	NB E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211	↓
Distribution Center	Truckload Freight	Lane Distance		↑
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE, UT	691			

FIG. 204

20500

Supplier FOB		Address			
O.K. FOODS-FORT SMITH AR		Fort Smith		AR	72904
TYSON FOODS-GREEN FORREST, AR		Green Forest		AR	72638
TYSON FOODS-RUSSELVILLE AR		Russelville		AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	↑
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

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20600

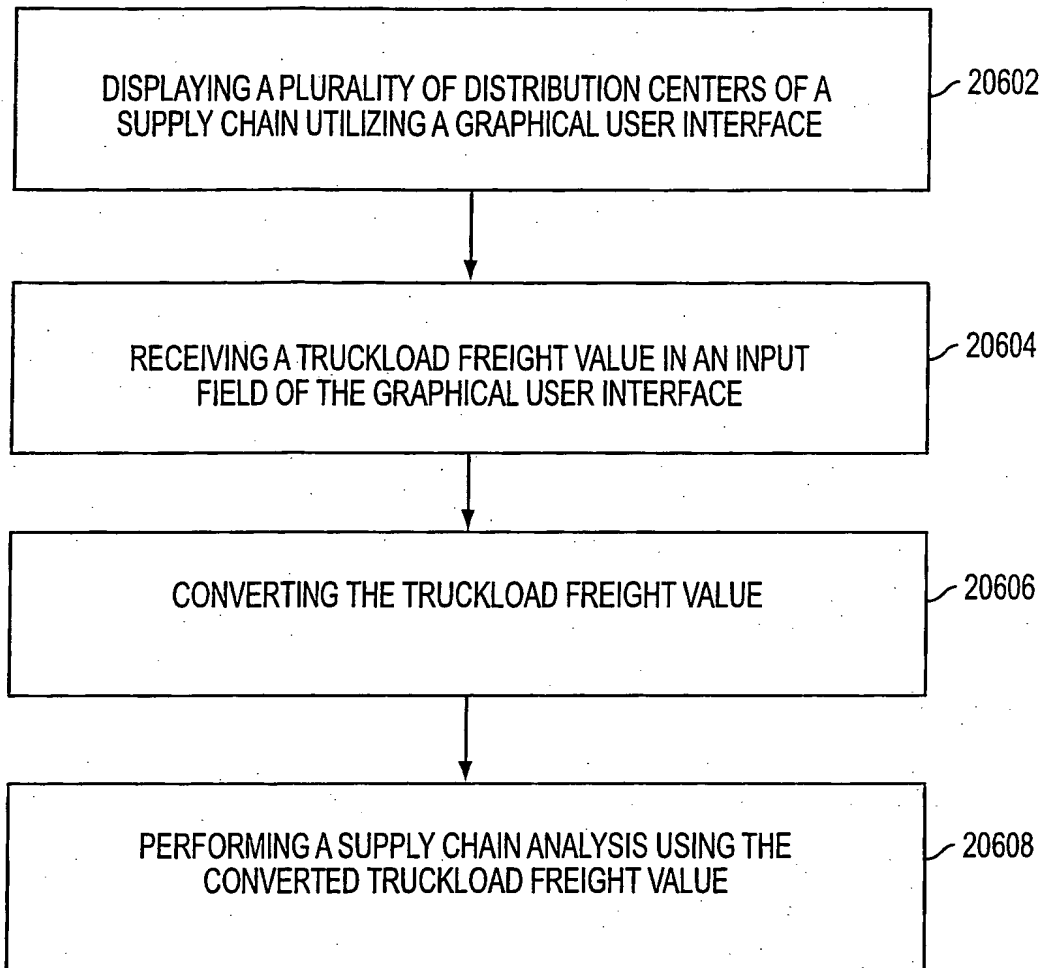


FIG. 206

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20700

Analysis Region		Force FOB	
MCCABE-PORTLAND/RNW-ANCHORAGE		<input type="radio"/> Yes	<input checked="" type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

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20800
↘

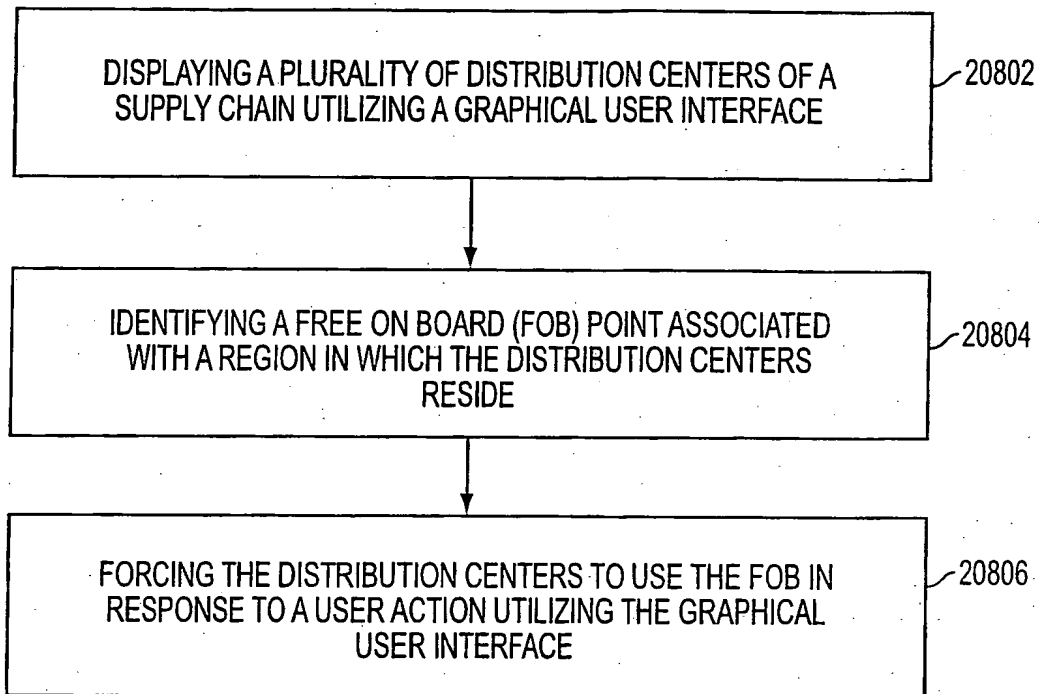


FIG. 208

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20900

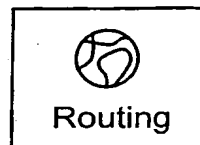


FIG. 209

21000

Report Selection	
Report Type:	Report Name:
<input type="text" value="Optional Product Routing"/>	<input type="text" value="Freight Information Provided"/>
Report Parameters:	<input type="text" value="Freight Information Provided"/>
Supplier: <input type="text" value="(All)"/>	<input type="text" value="LTL Routing Grid By Lane"/>
Supplier FOB: <input type="text" value="(All)"/>	<input type="text" value="Routing Results By Lane"/>
Distribution Center: <input type="text" value="(All)"/>	<input type="text" value="Routing Results By Lane, Item"/>
	<input type="text" value="Routing Results w / RDC Breakout By Lane"/>
	<input type="text" value="Routing Results w / RDC Breakout By Lane, Item"/>
Version: <input type="text" value="Base Version"/>	<input type="text" value="TL Freight Variance Analysis"/>

FIG. 210

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21100
↘

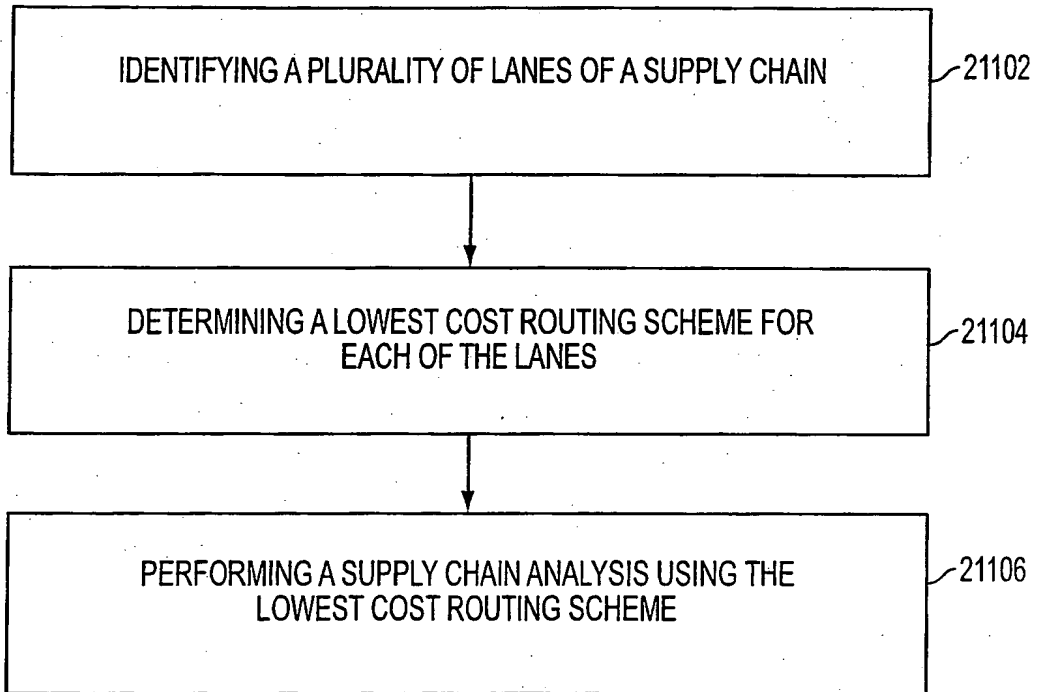


FIG. 211

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21200

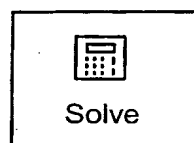


FIG. 212

21300

21302








Report Selection	
Report Type:	Report Name:
Awarded Volume 	Awarded Volume by Item - Detail 
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	
	ew Capacity & Prices 

FIG. 213

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21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

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21800

Item:	HASH BROWNS(ROUND)	▼
Comparison Versions:	Base version	▲
	With LTL riding with CCF, forced TL	
	LTL moving with CCF, no Cavendish	▼
Include Cost Matrices: Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>		

FIG. 218

21900

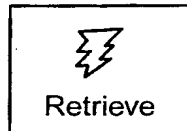


FIG. 219

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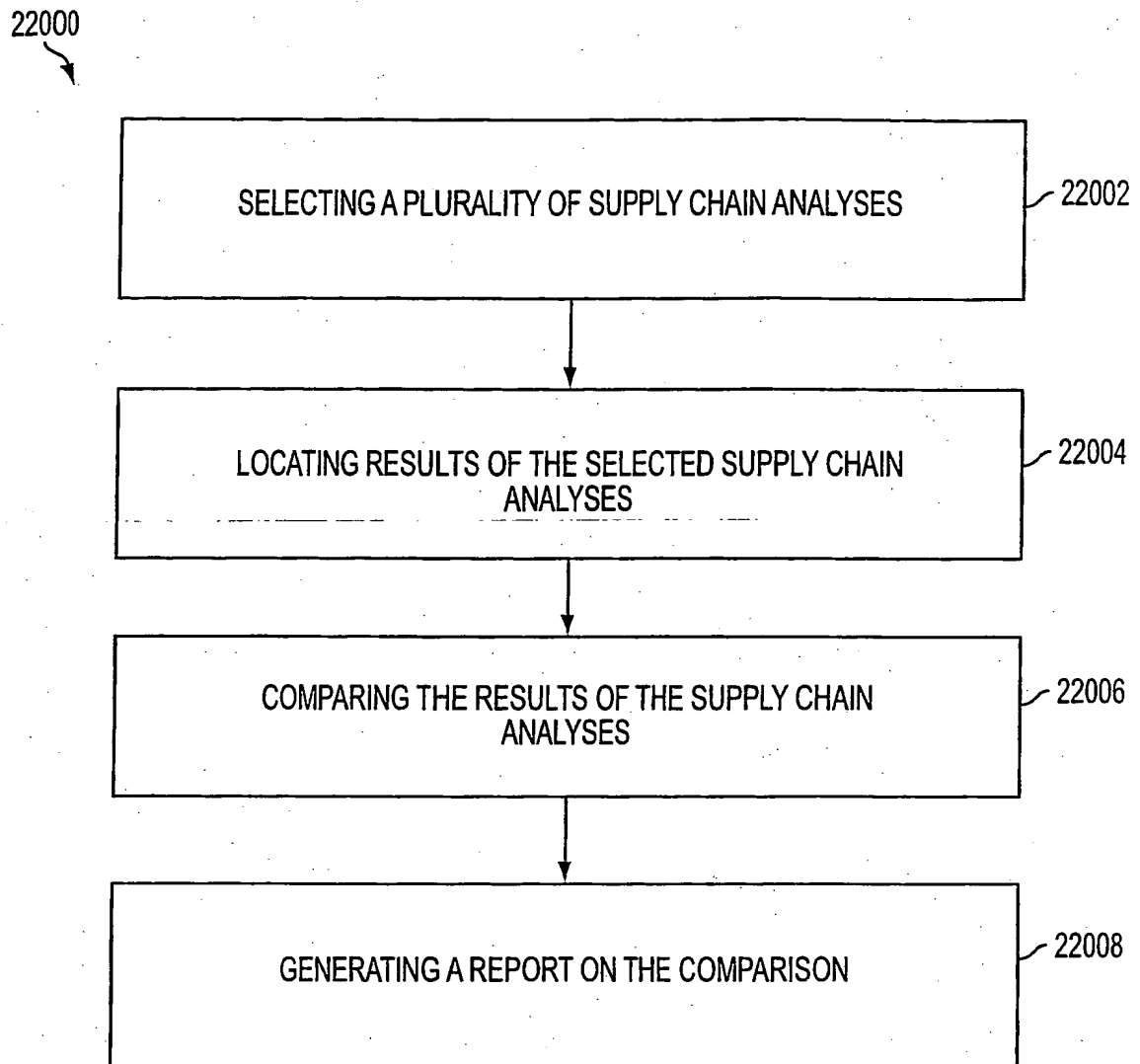


FIG. 220

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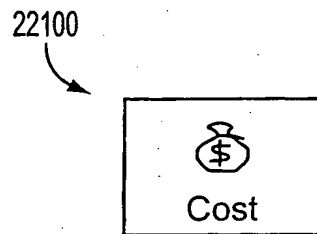


FIG. 221

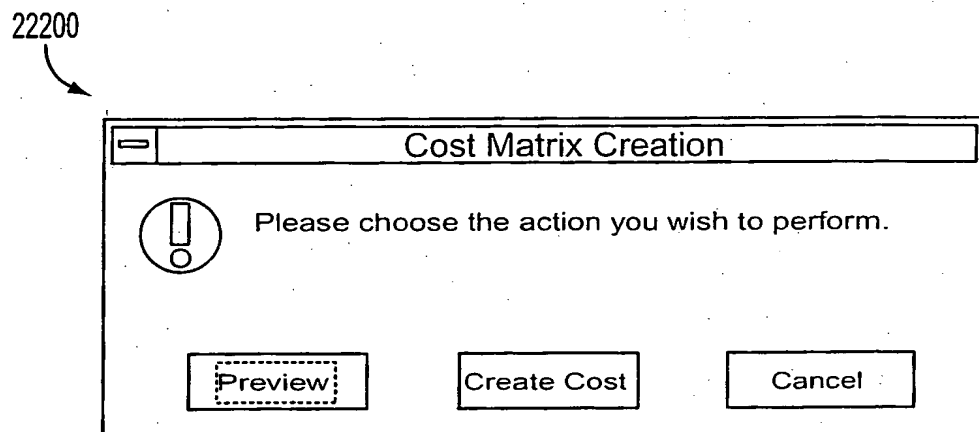


FIG. 222

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Supply	Patronage	Sales/Inv	Utilities	Data	Options
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

22300

Edit / View
New (Using Previous)

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
<p>Pricing ID: 12</p> <p>Description: Beef Pricing 04/06/01</p> <p>Item: BEEF - 77%</p> <p>Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01</p> <p>Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01</p> <p>FOB Adjustment Amount: 0.0000</p>					

FIG. 224

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22500

☐ Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Txtr Beef
8/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

Warning

There is pricing data for 03/06/98.
Do you want to use it?

Yes No

FIG. 226

22700

Warning

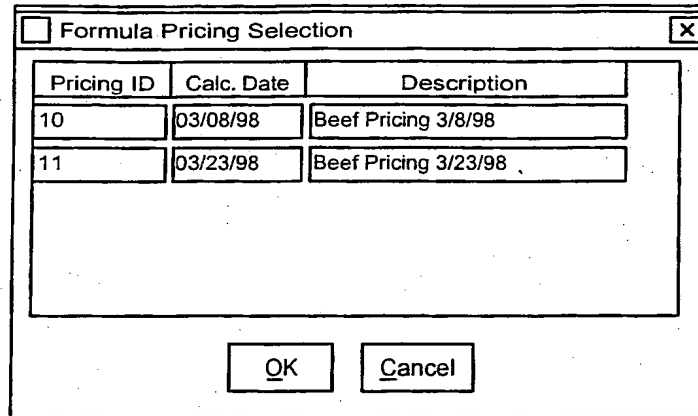
There are several pricing data for 03/06/98.
Do you want to select from one of them?

Yes No

FIG. 227

1 87/195

22800

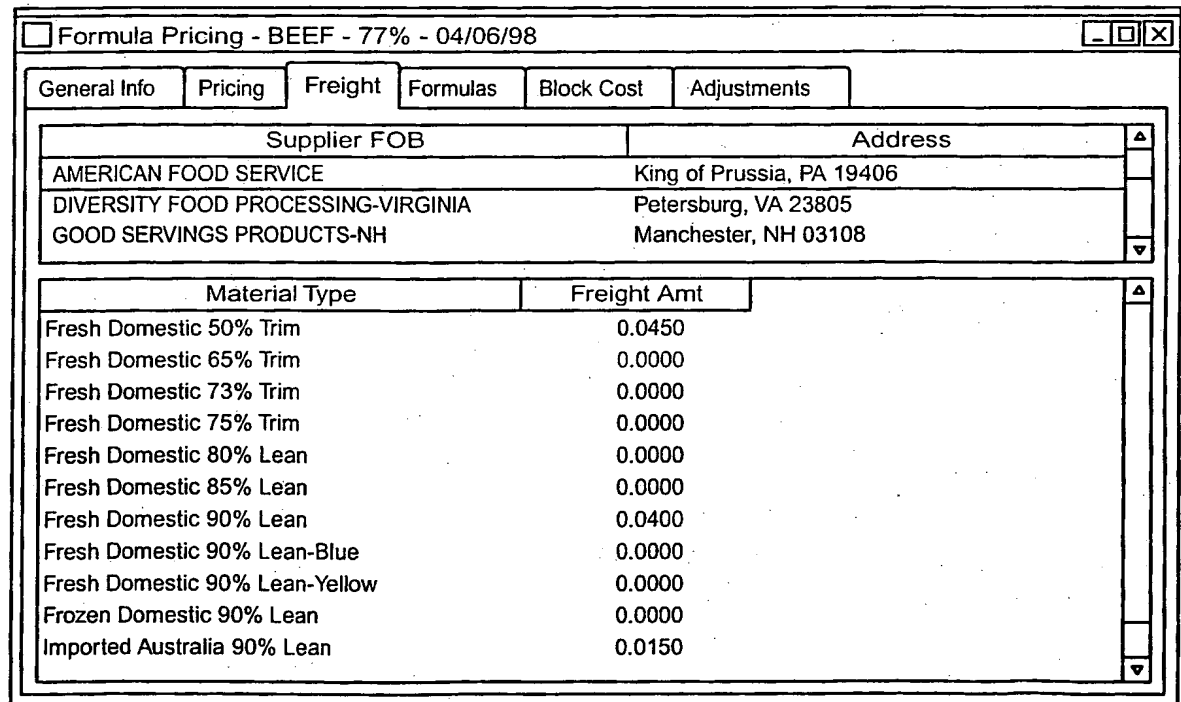


A dialog box titled "Formula Pricing Selection" with a close button (X) in the top right corner. It contains a table with three columns: "Pricing ID", "Calc. Date", and "Description". The table has two rows of data. Below the table are "OK" and "Cancel" buttons.

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

FIG. 228

22900



A window titled "Formula Pricing - BEEF - 77% - 04/06/98" with standard window controls (min, max, close) in the top right. It features a tabbed interface with tabs for "General Info", "Pricing", "Freight", "Formulas", "Block Cost", and "Adjustments". The "Pricing" tab is selected. The window is divided into two main sections. The top section has two columns: "Supplier FOB" and "Address". The bottom section has two columns: "Material Type" and "Freight Amt".

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

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23200

☐ Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23300

23302



	Ins Row
	Del Row

FIG. 233

23400



RM Letter

FIG. 234

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23500

☐ Formula Maintenance

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV 1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	He
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

Least Cost Contract

Edit / View
 New (Using Previous)
 Formula Maintenance

23600

FIG. 236

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DISTRIBUTION CENTER:

TIME PERIOD (MONTH/YR):

DELIVERY ORDER FILL RATE - ADDENDUM 1

TOTAL CASES ORDERED:

23700

OPERATIONS:	WAREHOUSE OUTS	DAMAGES	MISPICKS	SHORT ON TRUCK	OVERLOOKED AND NOT RETURNED	TOTAL OPERATIONS
CASES:						0
PERCENT:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

PURCHASING:	OUT OF STOCKS	SUBSTITUTIONS	OUT OF CODE	TOTAL PURCHASING
CASES:				0
PERCENT:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

DISTRIBUTION CENTER TOTAL:	CASES	PERCENT
OPERATIONS:	0	#DIV/0!
PURCHASING:	0	#DIV/0!
GRAND TOTAL:	0	#DIV/0!

DELIVERY ORDER FILL RATE: #DIV/0!

ON-TIME DELIVERY RATE - ADDENDUM 2

TOTAL # OF DELIVERIES:	<input type="text"/>
# OF ON-TIME DELIVERIES:	<input type="text"/>
ON-TIME DELIVERY RATE:	#DIV/0!

23702

PERFECT ORDER RATE

TOTAL # OF DELIVERIES:	<input type="text"/>
TOTAL # OF PERFECT ORDERS:	<input type="text"/>
PERFECT ORDER RATE:	#DIV/0!

SIGNATURE: _____

DATE: _____

FIG. 237

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23800

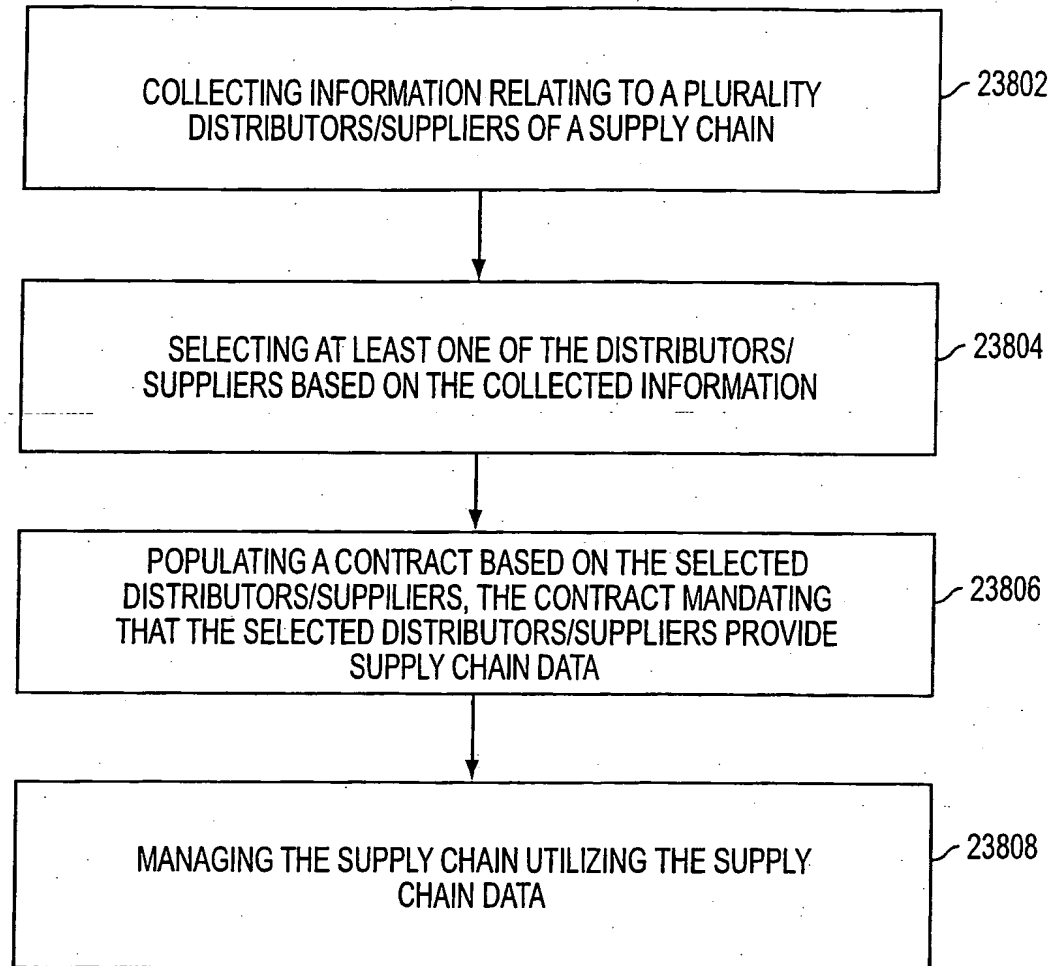


FIG. 238

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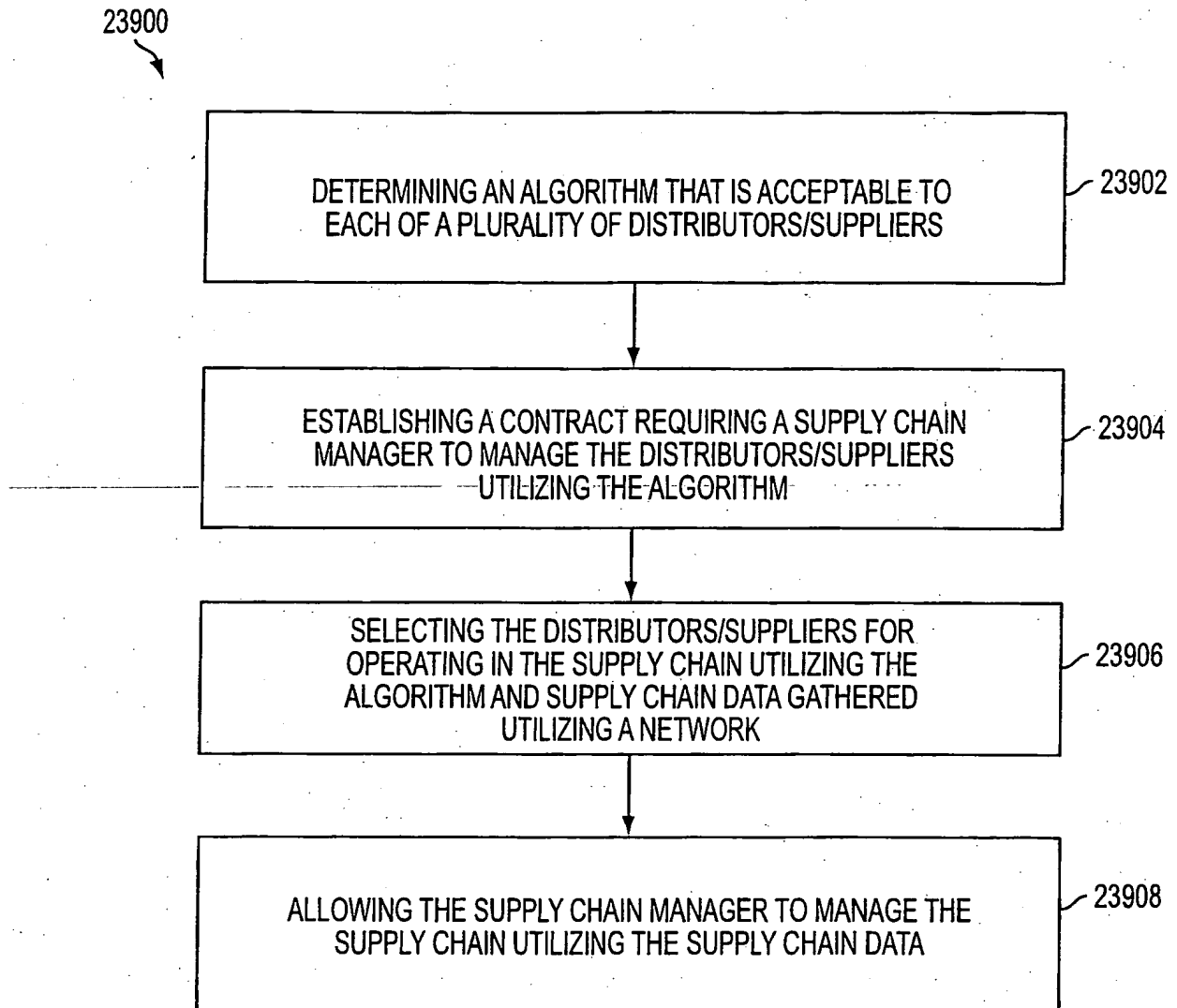


FIG. 239

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24000
↘

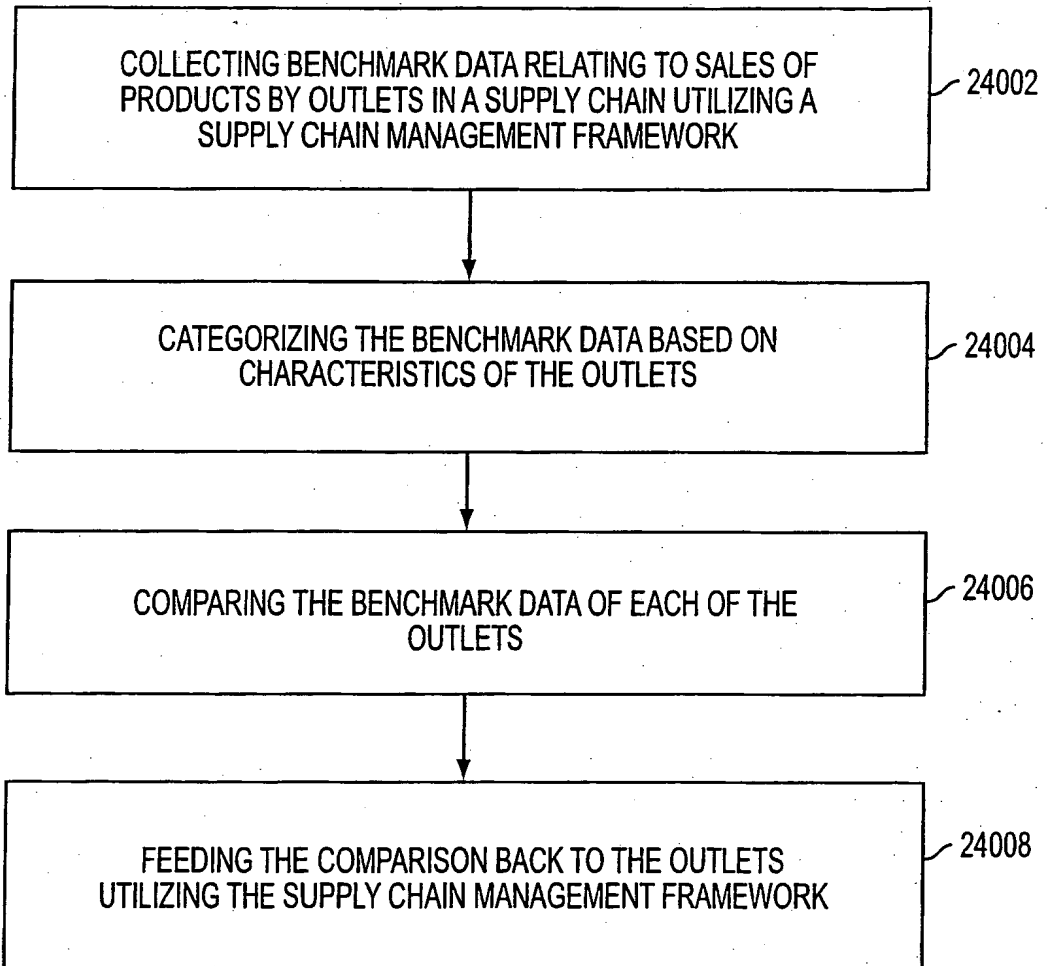


FIG. 240

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24100

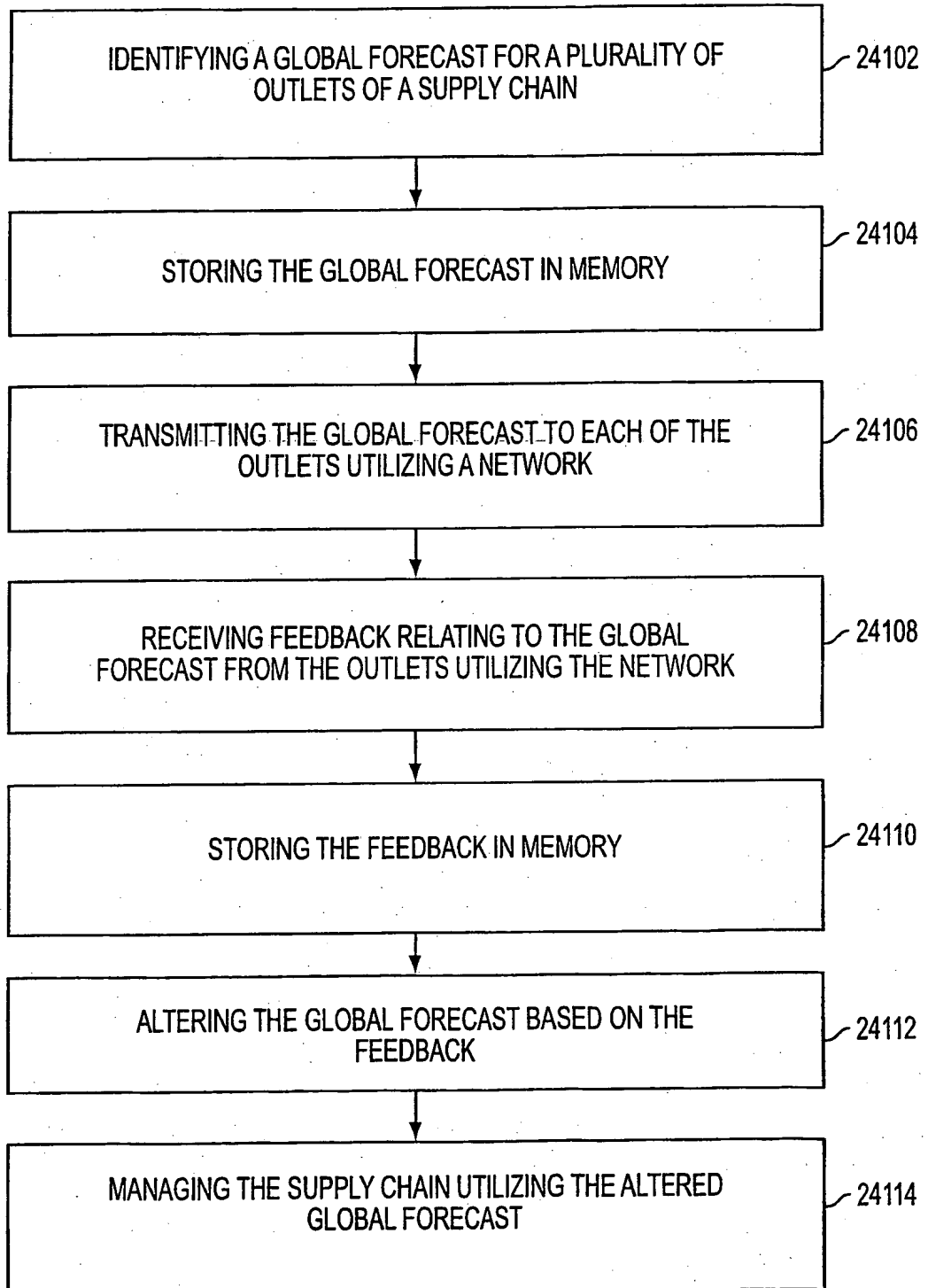


FIG. 241